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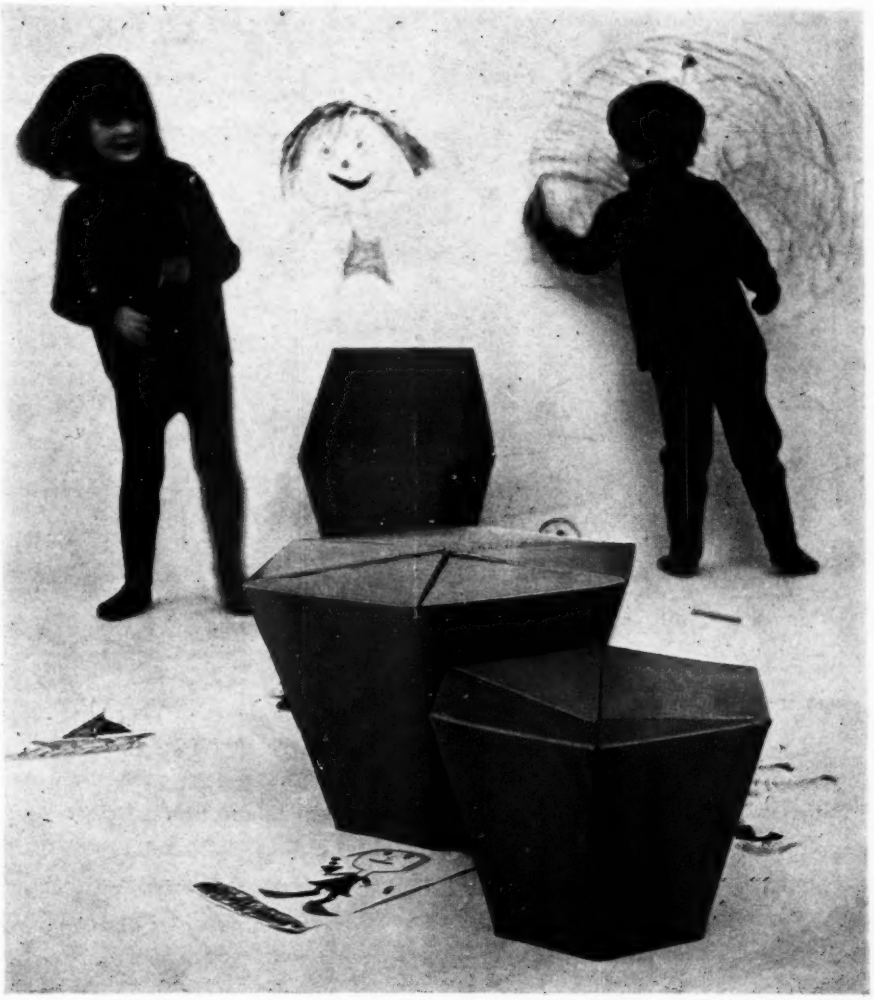

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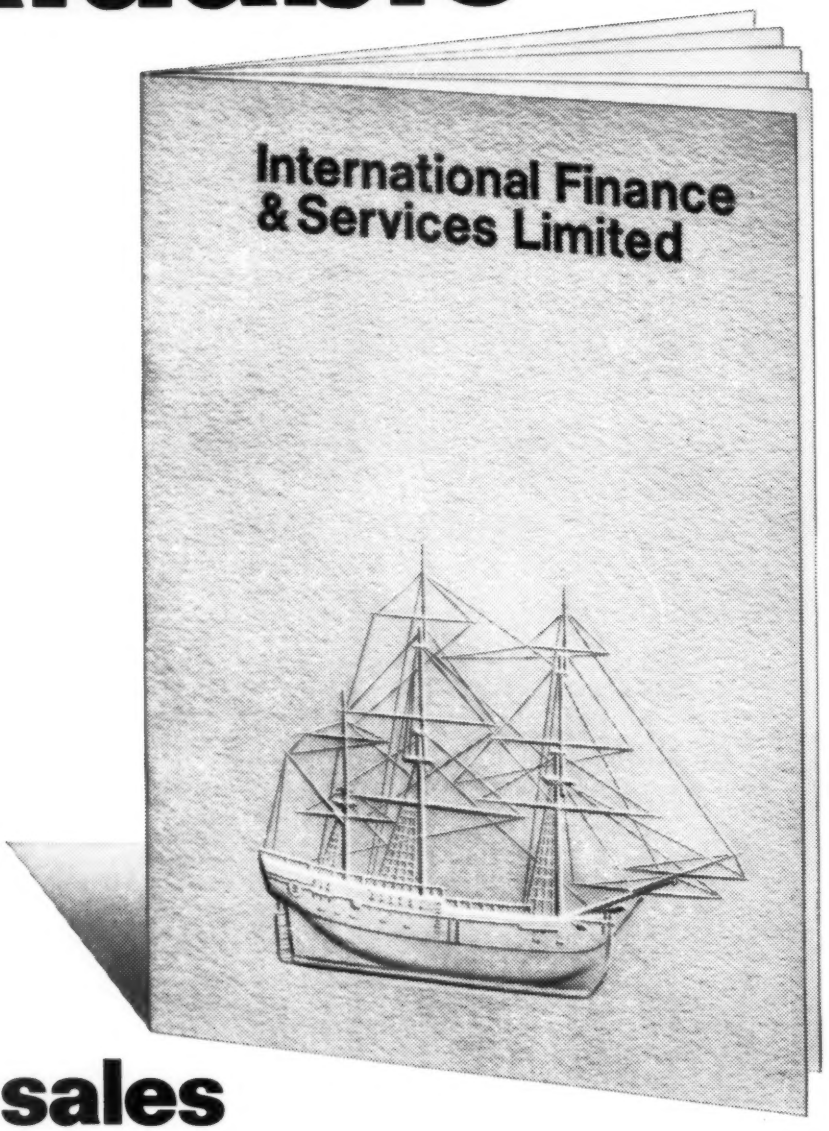

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Front cover photograph

A range of children's furniture under the brand name 'Those Things' is, among the winners of the Council of Industrial Design's Design Awards 1968. The furniture, made by Perspective Designs Ltd., and designed by Peter Murdoch, is made in laminated fibreboard with a non-toxic coating in orange, navy blue, turquoise or pink, and is in current production for home and export. A full list of Design Award winners and the winner of the Duke of Edinburgh's Prize for Elegant Design appears on page 1335.

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INTRODUCTION TO THE JAPANESE MARKET—3

Japan—market for British consumer goods

Previous articles in this series were 'Japan today' (March 1) and 'Japan – much scope for trade' (March 22)

A BRITISH WEEK – the most ambitious effort yet made to promote the sale of British consumer goods in an overseas market – is to be held in Tokyo from September 26 to October 5 next year. Japan has been chosen for this promotion for a number of reasons. Purchasing power is increasing at a rate unheard of in the more developed markets of Western Europe and North America: the demand of Japan's population of 100 million for quality consumer goods is growing rapidly, and both the short- and long-term prospects of the market are considered to be among the best in the world. It is hoped that the British Week will serve as a means of introducing the Japanese market to the many British exporters who have not yet attempted to sell there, in addition to consolidating the position of esteem which many British products already hold.

It will be appreciated that a detailed survey of each sector of the Japanese market cannot be given here owing to lack of space. A special supplement to the *Export Service Bulletin* giving detailed market surveys will be issued later in the year. In this article we hope, however, to give the reader an idea of the vast potentialities of the Japanese market and the opportunities there for British exports. A brief outline will also be given of the methods of distribution of goods in Japan.

The market

During the post-war period the Japanese economy has expanded at a rate faster than that of any other country in the world. There is, at present, little indication that the rate of expansion is slackening. With this growth in the economy has come a rapid increase in personal income.

Wages in Japan, which were pitifully low by Western standards even as recently as the mid-50s, when the swing towards the present boom had not gathered its full momentum, have risen by an annual average of more than 10 per cent since 1960, and, in the manufacturing industries at least, are rapidly approaching those prevailing in Western Europe.

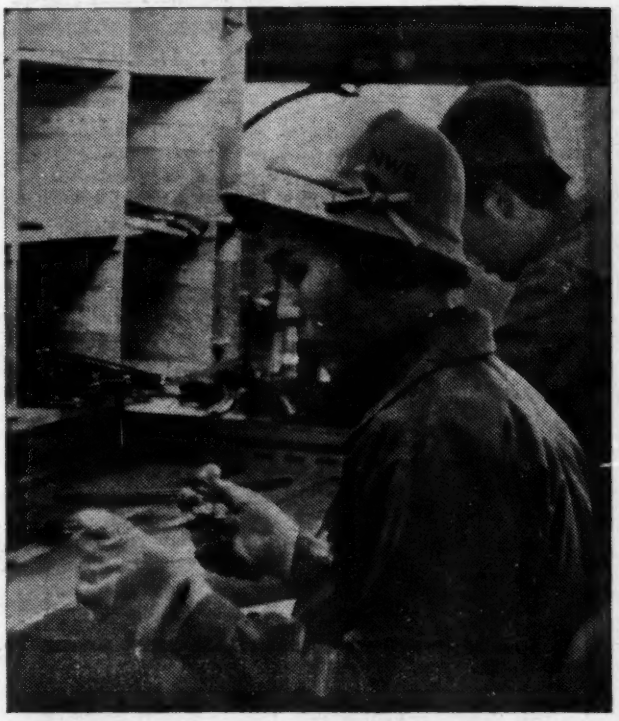
A survey recently published by the Japanese Ministry of Labour based on 1965 hourly wages for factory workers and showing Japan equal to 100, shows the United Kingdom as 191, West Germany as 194, and France as only 115. It has been estimated that in 1967 the average income of people in employment in Japan, taking into account regular wages and salaries, the bonus payments which are an important feature in the Japanese wage structure and fringe benefits, such as subsidized housing and free medical treatment, was nearly £700. Average family income in Tokyo in 1966 amounted to £1,213.

This increased prosperity has led to a great increase in personal spending. The Japanese have a world-wide reputation for being a somewhat austere race, but this austerity is gradually being eroded. Since the post-war period of imposed self-denial ended in the mid-50s, boom conditions have filled Japanese homes with consumer durable goods. Recent official surveys show that over 96 per cent of households in Japan as a whole now contain a television set, 80 per cent a washing machine and 70 per cent a refrigerator. For homes in Tokyo the percentages are higher. For example, 90 per cent of Tokyo households contain a refrigerator. These figures are considerably higher than those for many of the more affluent countries of Western Europe. But expenditure in the consumer sector has not been limited to durable goods; spending on all types of consumer goods has rocketed. There has been a great increase in the consumption of Western-type foods and alcoholic beverages, a substantial rise in expenditure on clothing and textiles, particularly on underwear and Western dress, and a large increase in 'recreational' expenditure. The following table gives a percentage breakdown of the living expenditure of average worker households in central Tokyo in 1966:

Food and drink	34.0%
Housing	9.7%
Fuel and light	4.0%
Clothing	11.0%
Cultural expenses	13.6%
Miscellaneous	27.7%

It should not be assumed, of course, that just because the Japanese people are now more prosperous than they have ever been, and more eager to buy consumer goods, that there is a

(*Continued on page* 1333)



Trico wiper blades, manufactured under licence in Japan by the Nippon Wiper Blade Co., are now fitted as standard equipment on Japanese cars. This was revealed by Mr. R. M. Van Dyck, a director of Trico-Folberth Ltd., Brentford, who recently visited the new factory near Tokyo. Nippon Wiper Blade Co. is a consortium of Japanese manufacturers who produce Trico equipment for the Japanese automotive industry, the second largest in the world. Toyota, Nissan, Mazda, Honda, Hino, Daihatsu, Isuzu and Mitsubishi are among the car producers who have approved the Trico design as standard equipment.

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vacuum which can easily be filled by imports. Japanese industry itself can more than satisfy the demand for run-of-the-mill consumer goods. The days are past when most Japanese regarded imported goods as being automatically better than home-made equivalents. As they are usually more expensive, British consumer goods must offer something that their Japanese counterparts have not got. This may be novelty, or the cachet of a famous name, or – most important of all – indisputable quality. The number of customers prepared to pay extra for these things is increasing all the time.

How well are we doing at present?

Total imports into Japan in 1966 were valued at about £3,500 million. The share of consumer and consumer durable goods in this total was only £73 million, or about 2 per cent. The United Kingdom share of the imported consumer goods market was £12 million. The demand for British goods is, however, increasing rapidly, and it is confidently expected that we can considerably increase our share in the growing market in the years to come. In 1967 six store promotions were held in Japan, two of which were in Tokyo and four in the provinces, resulting in the additional purchase of British goods to the value of nearly £500,000. The following extract from a report by the management of one of the stores indicates how the business went:

> 'In general those goods imported from England were so satisfactorily sold that we ran out of goods for sale. Goods sold well in the following order: (1) men's suits, (2) furniture and curios, (3) whisky and other beverages, (4) men's wear, (5) women's sundry goods, (6) women's suits, (7) household appliances. . . . The target results of the sale were, of course, reached. . . .'

The following table, which shows British exports to Japan of a number of different products in the consumer goods category in 1966 and 1967, gives an indication of how much progress we are making and what types of British products are popular in Japan.

Item	British Exports to Japan	
	1966	1967
	(£'000)	(£'000)
Biscuits	68	122
Chocolates	153	230
Whisky	1,310	1,621
Antibiotics	931	1,962
Disinfectants, insecticides, etc. (retail)	327	675
Razor blades	134	260
Stoves	327	656
Woollen fabrics	2,900	3,401
Worsted fabrics	1,735	2,617
Clothing and accessories	176	281
Books and printed matter	472	934
Toys and games	585	1,675
Sporting goods	261	374
Fountain pens	25	123
Cigarette lighters and pipes	179	279
Paintings	42	223
Antiques	160	319
Jewellery, gold and silverware	41	109

This list is not, of course, exhaustive. A great many other British products sell well in Japan, and there is undoubtedly scope for British exporters to carve out for themselves a larger share of the market.

Import quotas

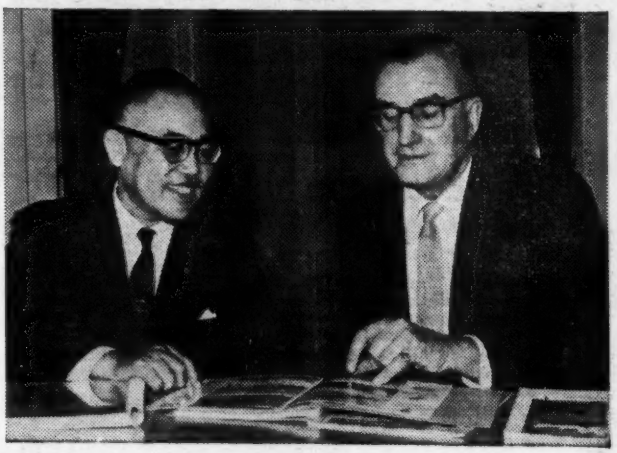
It has been said that quotas imposed by the Japanese Government on imports make it impossible for foreign goods to make an impression on the market. This is not so. It is true that certain products, such as whisky and confectionery, which are among our best earners in foreign markets, are subject to restriction in Japan, but there are no quantitative restrictions on the majority of Japanese imports from us.

The distribution of consumer goods in Japan

If he is to make the best of an overseas market, the exporter or potential exporter must acquaint himself with the manner in which his products are to be distributed on arrival. The distribution pattern in Japan is somewhat complicated, by Western standards, comprising as it does a huge number of small retail stores served by a complex of primary, secondary and tertiary wholesalers.

(*Continued on next page*)

MARINE PAINT LINK-UP



Discussing plans for a marine paint link-up between Japan and Britain are Mr. Yuji Iino (left), president of Chugoku Toryo Co., of Hiroshima, which supplies most of the paints for ships built in Japan for foreign owners, and Mr. S. C. G. Fox, general manager of Red Hand Compositions Co. in London. A new company, Red Hand Compositions Co. (Japan) Ltd., is being established in Tokyo to handle the production and supply of Red Hand paints and compositions for Japanese-built ships. Red Hand and Chugoku will also exchange technical information about their products, and the British company will manufacture Chugoku paints outside Japan (except in the Far East),

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THE JAPANESE MARKET, *continued*

An importer will normally distribute through wholesalers. In cases where the possible retail outlets are confined to the department stores and certain city food shops the intervention of the wholesaler may not be necessary. The smaller shops are not often capable of selling imported goods, and sales are mostly through the department stores specialist shops, and hotel and tourist outlets. The department stores play a major role in Japanese retail selling taking some 11 per cent of the total market.

Self-service is developing fast, mostly in food but also clothing and sundry items. There are now about 4,800 self-service or supermarket stores and the number is increasing rapidly. The high distribution costs in Japan provide the self-service stores with room for keen pricing. A few of the self-service stores are owned by private railway companies or by department store chains, and indeed self-service sections have been opened in the department stores themselves; some stores are members of associations which do central purchasing. Care is necessary when considering sales through the self-service stores as to whether the prestige sale through other outlets may be damaged.

Mail order business is little developed in Japan. There are few people living beyond access to shops. Door-to-door selling is also rare.

In general, distribution costs in Japan are high and the margins applied to imported goods are especially high. Rates vary so much however according to the type of product, the turnover, the distribution channel and the state of supply and demand at the time, that it is meaningless to quote any percentages. Storage space in shops and even in department stores is very scarce, and goods have to be supplied frequently and sometimes at very short notice. Sales to the shops are normally on 180 days credit, and in some cases goods may only be accepted on sale or return.

To the exporter bewildered by the complexities of the distribution system and probably hampered by inability to communicate easily with his Japanese counterparts there is no simple answer to questions about the best line of approach. But one useful piece

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Design Awards 1968 and the Duke of Edinburgh's Prize for Elegant Design

THIS YEAR 18 products have won Council of Industrial Design Awards for their manufacturers. The award-winners were announced at a ceremony in Birmingham on May 1 when HRH The Duke of Edinburgh presented certificates to the manufacturers and designers concerned and to the winner of the 1968 Duke of Edinburgh's Prize for Elegant Design: David Harman Powell, MSIA, chief designer of Ekco Plastics Ltd., for the Ekco 'Nova' range of plastics tableware.

Six of the 1968 awards were given for capital goods and 12 for consumer goods. The two sections of the awards scheme were judged by separate selection panels, the capital goods being chosen from submissions by manufacturers and the consumer goods from products shown in The Design Centre or accepted for Design Index.

The 1968 CoID Design Awards are:

Capital goods section

'Hainsworth' worm gear reducer made by J. H. Fenner and Company Limited, Hull. Designed by J. Mitchell, engineering adviser to the manufacturer's managing director (consultant industrial designer: Brian Asquith, ARCA, FSIA).

Range of flameproof motors made by Mather and Platt Limited, Manchester. Designed by maker's design team.

Colour television camera Mark VII made by The Marconi Company Limited, Chelmsford. Designed by maker's design team (industrial design consultant: Douglas Scott Associates Ltd.).

'Sentinel' diesel hydraulic shunting locomotive made by Oil Engine Division, Rolls-Royce Limited, Shrewsbury. Designed by maker's design team.

'Crimpspin' CS12-600 false twist crimping machine made by Ernest Scragg and Sons Limited, Macclesfield. Designed by maker's design team (industrial design consultants: the Stevenson/Ward partnership).

'DD2' dockside crane made by Stothert and Pitt Limited, Bath. Designed by maker's design team (director of research and development: Norman Kerridge, MIMechE).

Consumer goods section

'Clamcleat' range of rope cleats made by Clamcleats Limited, Welwyn Garden City. Designed by K. J. Emery (consultant industrial designer: Colin R. Cheetham, LSIA).

Furnishing Fabrics 'Chevron', 'Complex' and 'Extension' made by Heal Fabrics Limited, London. Designed by Lucienne Day, RDI, FSIA, ARCA; Barbara Brown, Des RCA; and Haydon Williams, Des RCA, respectively.

'Kompas 1' occasional table made by S. Hille and Co. Ltd., Watford. Designed by Alan Turville (Hille staff designer).

Furnishing fabrics 'Simple Solar' and 'Five' made by Hull Traders Limited, London and Colne, Lancashire. Designed by Shirley Craven, Des RCA, MSIA.

'Trilateral' poster display unit made by London and Provincial Poster Group Limited, Birmingham. Designed by Ronald Denton of the L & P design studio.

'Trimline' ceiling or wall light made by Merchant Adventurers Limited, Feltham, Middlesex. Designed by Paul Boissevain, Dip Arch, MSIA.

'Those Things' children's furniture made by Perspective Designs Limited, Fulham, London. Designed by Peter Murdoch, Des RCA.

'Reigate' rocking chair made by William Plunkett Limited, Croydon. Designed by William Plunkett, MSIA.

'Coulsdon' coffee table made by William Plunkett Limited, Croydon. Designed by William Plunkett, MSIA.

'Silverspan' range of fluorescent light fittings made by Rotaflex Concord, London. Batten designed by Robert Heritage, Des RCA, DSI, FSIA. Attachments designed by Luciane Zucchi.

'Sealmaster' range of door and window seals made by Sealmaster Limited, London, and Pampisford, Cambridgeshire. Designed by Bernard Dixon, E. L. Brooks, MIMechE., and R. F. Macdonald.

'International' range of kitchen units made by F. Wrighton and Sons Limited, Walthamstow, London. Designed by Nigel V. Walters, FSIA.

An illustrated supplement on the work of the Council of Industrial Design and the Design Awards will be published next week.

THE JAPANESE MARKET, *continued*

of general advice is that he should take the system as it is and not try to bypass it: the system has been in existence for a long time and in its own way it does work. The first thing is to find an agent. In deciding on an agent the exporter should not underestimate the advantages of working through the trading companies which dominate the distribution structure. The type of company will naturally depend on the nature of the product. The ideal may well be a company, either Japanese or foreign, which is large enough to have a nation-wide coverage either direct or through sub-agents, yet small enough to have a very clear interest in the successful marketing of its principals' goods.

Credit for importers

It should be noted that the credit which Japanese importers are permitted to accept from foreign suppliers is limited to 120 days unless special permission is obtained from the Ministry of International Trade and Industry. Such permission is difficult to obtain for transactions involving consumer goods.

Conclusion

No single article or series of articles can give a composite picture of conditions in a foreign market. It is hoped, however, that this article has served at least to stir the imagination of those exporters who have hitherto discarded Japan as a potential market for their products. We in the Board of Trade are sure that the British Week will do much to encourage the Japanese to buy British and that it is an event British exporters would be ill advised to ignore.

British firms win gold medals for industrial design in Yugoslavia

BRITISH ENTRIES have won three of the 10 gold medals and five of the 11 honourable mentions presented by an international panel of judges at the third biennial exhibition of industrial design, held in Ljubljana, it was announced by the Council of Industrial Design on April 23.

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ECGD LOCAL ADDRESSES

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Seoul Representative Office: Samsung Building 1-ka Ulchi-ro, Chung-ko, Seoul.

THE JAPANESE MARKET, *continued*

An importer will normally distribute through wholesalers. In cases where the possible retail outlets are confined to the department stores and certain city food shops the intervention of the wholesaler may not be necessary. The smaller shops are not often capable of selling imported goods, and sales are mostly through the department stores specialist shops, and hotel and tourist outlets. The department stores play a major role in Japanese retail selling taking some 11 per cent of the total market.

Self-service is developing fast, mostly in food but also clothing and sundry items. There are now about 4,800 self-service or supermarket stores and the number is increasing rapidly. The high distribution costs in Japan provide the self-service stores with room for keen pricing. A few of the self-service stores are owned by private railway companies or by department store chains, and indeed self-service sections have been opened in the department stores themselves; some stores are members of associations which do central purchasing. Care is necessary when considering sales through the self-service stores as to whether the prestige sale through other outlets may be damaged.

Mail order business is little developed in Japan. There are few people living beyond access to shops. Door-to-door selling is also rare.

In general, distribution costs in Japan are high and the margins applied to imported goods are especially high. Rates vary so much however according to the type of product, the turnover, the distribution channel and the state of supply and demand at the time, that it is meaningless to quote any percentages. Storage space in shops and even in department stores is very scarce, and goods have to be supplied frequently and sometimes at very short notice. Sales to the shops are normally on 180 days credit, and in some cases goods may only be accepted on sale or return.

To the exporter bewildered by the complexities of the distribution system and probably hampered by inability to communicate easily with his Japanese counterparts there is no simple answer to questions about the best line of approach. But one useful piece

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Malaysia	▢ ▢ ▢	▢ ▢ ▢ ▢ ▢
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Bangkok	▢ ▢	▢
Hong Kong	▢ ▢ ▢ ▢ ▢	▢ ▢ ▢ ▢
Manila	▢ ▢ ▢	▢ ▢ ▢
Sabah	▢	▢
China	▢ ▢	▢ ▢
Ceylon		▢ ▢ ▢ ▢ ▢
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Design Awards 1968 and the Duke of Edinburgh's Prize for Elegant Design

THIS YEAR 18 products have won Council of Industrial Design Awards for their manufacturers. The award-winners were announced at a ceremony in Birmingham on May 1 when HRH The Duke of Edinburgh presented certificates to the manufacturers and designers concerned and to the winner of the 1968 Duke of Edinburgh's Prize for Elegant Design: David Harman Powell, MSIA, chief designer of Ekco Plastics Ltd., for the Ekco 'Nova' range of plastics tableware.

Six of the 1968 awards were given for capital goods and 12 for consumer goods. The two sections of the awards scheme were judged by separate selection panels, the capital goods being chosen from submissions by manufacturers and the consumer goods from products shown in The Design Centre or accepted for Design Index.

The 1968 CoID Design Awards are:

Capital goods section

'Hainsworth' worm gear reducer made by J. H. Fenner and Company Limited, Hull. Designed by J. Mitchell, engineering adviser to the manufacturer's managing director (consultant industrial designer: Brian Asquith, ARCA, FSIA).

Range of flameproof motors made by Mather and Platt Limited, Manchester. Designed by maker's design team.

Colour television camera Mark VII made by The Marconi Company Limited, Chelmsford. Designed by maker's design team (industrial design consultant: Douglas Scott Associates Ltd.).

'Sentinel' diesel hydraulic shunting locomotive made by Oil Engine Division, Rolls-Royce Limited, Shrewsbury. Designed by maker's design team.

'Crimpspin' CS12-600 false twist crimping machine made by Ernest Scragg and Sons Limited, Macclesfield. Designed by maker's design team (industrial design consultants: the Stevenson/Ward partnership).

'DD2' dockside crane made by Stothert and Pitt Limited, Bath. Designed by maker's design team (director of research and development: Norman Kerridge, MIMechE).

Consumer goods section

'Clamcleat' range of rope cleats made by Clamcleats Limited, Welwyn Garden City. Designed by K. J. Emery (consultant industrial designer: Colin R. Cheetham, LSIA).

Furnishing Fabrics 'Chevron', 'Complex' and 'Extension' made by Heal Fabrics Limited, London. Designed by Lucienne Day, RDI, FSIA, ARCA; Barbara Brown, Des RCA; and Haydon Williams, Des RCA, respectively.

'Kompas 1' occasional table made by S. Hille and Co. Ltd., Watford. Designed by Alan Turville (Hille staff designer).

Furnishing fabrics 'Simple Solar' and 'Five' made by Hull Traders Limited, London and Colne, Lancashire. Designed by Shirley Craven, Des RCA, MSIA.

'Trilateral' poster display unit made by London and Provincial Poster Group Limited, Birmingham. Designed by Ronald Denton of the L & P design studio.

'Trimline' ceiling or wall light made by Merchant Adventurers Limited, Feltham, Middlesex. Designed by Paul Boissevain, Dip Arch, MSIA.

'Those Things' children's furniture made by Perspective Designs Limited, Fulham, London. Designed by Peter Murdoch, Des RCA.

'Reigate' rocking chair made by William Plunkett Limited, Croydon. Designed by William Plunkett, MSIA.

'Coulsdon' coffee table made by William Plunkett Limited, Croydon. Designed by William Plunkett, MSIA.

'Silverspan' range of fluorescent light fittings made by Rotaflex Concord, London. Batten designed by Robert Heritage, Des RCA, DSI, FSIA. Attachments designed by Luciane Zucchi.

'Sealmaster' range of door and window seals made by Sealmaster Limited, London, and Pampisford, Cambridgeshire. Designed by Bernard Dixon, E. L. Brooks, MIMechE., and R. F. Macdonald.

'International' range of kitchen units made by F. Wrighton and Sons Limited, Walthamstow, London. Designed by Nigel V. Walters, FSIA.

An illustrated supplement on the work of the Council of Industrial Design and the Design Awards will be published next week.

THE JAPANESE MARKET, *continued*

of general advice is that he should take the system as it is and not try to bypass it: the system has been in existence for a long time and in its own way it does work. The first thing is to find an agent. In deciding on an agent the exporter should not underestimate the advantages of working through the trading companies which dominate the distribution structure. The type of company will naturally depend on the nature of the product. The ideal may well be a company, either Japanese or foreign, which is large enough to have a nation-wide coverage either direct or through sub-agents, yet small enough to have a very clear interest in the successful marketing of its principals' goods.

Credit for importers

It should be noted that the credit which Japanese importers are permitted to accept from foreign suppliers is limited to 120 days unless special permission is obtained from the Ministry of International Trade and Industry. Such permission is difficult to obtain for transactions involving consumer goods.

Conclusion

No single article or series of articles can give a composite picture of conditions in a foreign market. It is hoped, however, that this article has served at least to stir the imagination of those exporters who have hitherto discarded Japan as a potential market for their products. We in the Board of Trade are sure that the British Week will do much to encourage the Japanese to buy British and that it is an event British exporters would be ill advised to ignore.

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EFTA Ministerial meeting in London

THE EFTA COUNCIL and the Joint Council of EFTA and Finland will meet at Ministerial level in London on May 9 and 10. The chairman will be Mr. Anthony Crosland, President of the Board of Trade.

The Ministers are expected to discuss the regular report by the Secretary-General on the activities and progress of EFTA, the future work programme of the Association, European integration, and external trade relations.

President to open 'Giant' tax conference

MR. ANTHONY CROSLAND, President of the Board of Trade, will open what is believed to be the biggest ever Exporting Tax Conference, to last five days from July 8 to July 12. The conference is being organized by Professor G. S. A. Wheatcroft, one of the world's leading authorities on tax law, and is being staged by the London School of Economics and the Institute of Advanced Legal Studies, University of London.

At the signing of an Intergovernmental Technological Agreement in Belgrade on April 19 between the United Kingdom and Yugoslavia can be seen (from left to right): Mr. J. Mann, private secretary to Lord Brown; Mr. G. A. Barry, Board of Trade; Sir Duncan Wilson, HM Ambassador, Belgrade; Lord Brown, Minister of State, Board of Trade; and Mr. J. A. Molyneux, Counsellor Commercial, British Embassy, Belgrade.

Lord Brown's visit to Yugoslavia

LORD BROWN, Minister of State, Board of Trade, as a guest of the Federal Executive Council of Yugoslavia, stayed in Yugoslavia from April 16 to 21.

During his stay in Belgrade Lord Brown and Dr. Vasil Grivcev, Federal Secretary for Foreign Trade, at the head of their respective delegations, discussed questions of mutual interest for the promotion of economic co-operation between the two countries. The two Ministers have also exchanged views about standing problems in international trade, as well as some aspects of activities of certain international economic organizations.

Lord Brown made the following statement at the end of his visit to Yugoslavia:

'The discussions, which have been both friendly and informative, have covered many aspects of international trade of interest to both our countries. It has been a great pleasure to meet Dr. Grivcev, Mr. Pozderac, and Mr. Bogavac and to renew my acquaintance with Mr. Granfil whom I met in London a few weeks ago.

'I was very happy to join with the British Ambassador, Sir Duncan Wilson, in signing on behalf of the United Kingdom Government this morning the new Anglo-Yugoslav Agreement on Technological Co-operation. It is no more possible in the modern world for a nation to be self-sufficient in technology and research than in trade and commerce; and the Agreement will provide a long-term framework for mutually advantageous technological exchanges between our two countries.

'We must continue resolutely and patiently our efforts to promote further development of international trade. As you will know, the British Government have found it necessary during the last few months to take various measures to rectify the United Kingdom's balance of payments deficit. We appreciate that these measures may increase the competition which Yugoslav and other exporters face in the United Kingdom market, but I can assure you that they were not promoted by any chauvinism. They are intended to ensure the sound and thriving British economy which is essential in the long term not only to world commerce generally, but to the steady growth of trade between Yugoslavia and the United Kingdom.

'I am particularly pleased that my visit to Yugoslavia has been timed so as to enable me to see the Zagreb Spring Fair and the Belgrade Motor Exhibition. As a former businessman, I always like to see manufacturers and traders actually engaged in promoting sales of their products. Whilst Governments must do what they can to establish the conditions most favourable to international trade, it is only the skill and determination of individual enterprises and firms which can ensure that the greatest advantage is taken of the available opportunities.

'But one field in which Governments can definitely help is the provision of credit facilities. I am very happy to tell you that the issue of a line of credit for Yugoslavia has been agreed in principle. There will, of course, have to be detailed negotiations concerning the amounts required, the goods to be covered, the supervision of expenditure and other matters. But the decision in principle is the important thing and I regard this as a big step forward.

'Every country has its own particular economic circumstances and problems, but I know that both our Governments share the conviction that increasing international trade is essential to further growth in the standard of living not only in our two countries, but throughout the world; and also share the same determination to achieve these ends.

'In conclusion, I should like to take this opportunity to thank Dr. Vasil Grivcev and everybody else who has contributed to the excellent organization of my visit to Belgrade and Zagreb.'

Mr. Edmund Dell speaks on supervision of mergers

'SOME OF YOU present here tonight may be wondering how recent plans for amalgamations of rental firms will affect your business,' said Mr. Edmund Dell, Minister of State, Board of Trade, at the annual dinner of the Electronic Rentals Association, Savoy Hotel, London, on April 25. 'Accordingly I think that it would be appropriate for me to say a few words about the role of the Board of Trade in the supervision of significant mergers.'

The Minister of State went on to say that the Board of Trade had responsibilities under the Monopolies and Mergers Act to consider the implications for the public interest of proposed mergers which either create or intensify a monopoly or involve the taking over of assets valued in excess of £5 million.

He said: 'The major recent proposal involving television rental – the proposed acquisition of Radio Rentals by Thorn Electrical Industries – was within the scope of the Monopolies and Mergers Act and so we had to decide whether to ask the Monopolies Commission to investigate. In fact we came to the conclusion that there were sufficient grounds to justify an investigation and, accordingly, in mid-February we asked the Monopolies Commission to act. Their inquiries are now well under way and we expect to receive their report by mid-June. As the matter is now *sub judice* I can say no more about it.'

Commenting on the broader question of the Board of Trade's role in the matter of mergers, the Minister of State spoke of the Industrial Reorganization Corporation (IRC), set up to encourage mergers which would bring benefit to the national economy. 'Of course the fact that many industries are too fragmented does not mean that every single merger is consistent with the public interest.' He said: 'There is no incompatibility in a drive through the IRC or indeed by the operation of market mechanisms, to secure rationalization where it is desirable, and the provision of a long stop in the form of the Monopolies Commission to ensure that any particular proposed merger is not inconsistent with the national interest. Sometimes we are accused of believing that anything that is big is good and everything that is small is bad. Sometimes, and

Leading American china buyers who visited the Barlaston factory of Josiah Wedgwood & Sons Limited in April are, left to right: Mr. Bruce Meyer of Geary's, California, Mr. Tom Eardley of Michigan, and Mr. Lloyd Sorensen also of Geary's pictured with Mr. Charles Dean export sales manager of Wedgwood looking at a new bone china design for the United States market, 'Gold Damask'.

The end of Viners Limited's successful Quality and Reliability campaign was marked by a visit from The Lord Mayor of Sheffield (Alderman Harold Lambert, JP) and The Lady Mayoress and the newly installed Master Cutler (Alderman J. B. Peile) and The Mistress Cutler, who toured Viners' Broomhall Street factory. The picture shows (from left to right): Mr. H. Haywood manager next to the Master Cutler, the Lord Mayor, Mrs. R. Viner, wife of the chairman, the Lady Mayoress, Ruben Viner, chairman, and the Mistress Cutler, examining some of the products during their visit to Viners' factory on April 22.

this charge is the direct opposite of the first, we are accused of holding up the desirable process of industrial rationalization by referring some monopoly situations and some mergers to the Monopolies Commission. Both charges are misconceived. The public interest cannot be preserved by any simple formula that the market is always right. This is not believed even in the United States and we in this country take a far more pragmatic attitude to monopolies and mergers than is taken by the United States legislation. Our references to the commission are confined to the relatively few mergers where we consider that the public interest would be served by an independent investigation by an impartial body.

'Of nearly 250 proposed mergers which we have considered since the legislation was introduced we have referred only eight to the Monopolies Commission. We have received reports on six and in only two cases did the Monopolies Commission find against the merger. These facts will, I think, clearly demonstrate that this legislation is not being used to interfere with the rationalization which is so clearly called for in many sectors of our industries.'

Consideration of mergers by the BoT

IN CARRYING out their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following proposed mergers to the Monopolies Commission under the provision of that Act:

(1) Brooke Bond & Co. Ltd., and Liebig's Extract of Meat Co. Ltd.
(2) Dufay Bitumastic Ltd., and International Paints (Holdings) Ltd.
(3) Slater, Walker Securities Ltd., and Keith Blackman Ltd.
(4) British Ropes Ltd., and Healey Brothers Ltd.
(5) Hepworth Iron Co. Ltd., and Ellistown Pines Ltd.
(6) Dunlop Sports Co. Ltd., and Carlton Shuttlecocks Ltd.
(7) Broom & Wade Ltd., and Holman Brothers Ltd.
(8) Scapa Group Ltd. and Porritts & Spencer Ltd.

EXPORT HANDBOOKS

The Board of Trade has issued three Export Handbooks – 'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services' and 'Organization for Overseas Marketing'. Together they contain 200 pages of information that every exporter should have.

Developing countries' officials learn how to export

EIGHTEEN OFFICIALS nominated by governments of developing countries commenced a course of training in export promotion training at the City of London College on Monday, April 22. Coming from a variety of countries as near as Malta on the one hand and as far away as Indonesia on the other, the officials will spend 13 weeks learning something of various facets of export promotion work in the light of United Kingdom experience and trying, through 'syndicate' work, to arrive at their own conclusions.

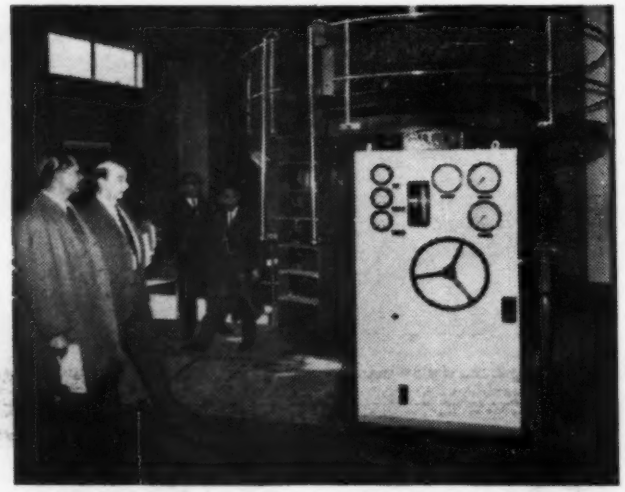
The course is sponsored by the Board of Trade and is one of a number of related practical measures taken in the light of HM Government's sympathetic regard for the problems of developing countries in the field of export promotion. It is financed by the Ministry of Overseas Development out of technical assistance funds. The Ministry pays the course fees, meets the cost of return fares from the nominees' home countries, together with the cost of any necessary travel within the United Kingdom, and gives subsistence allowances at standard rates.

Officials from countries outside the [British] Commonwealth are nominated via the International Trade Centre UNCTAD/GATT, Geneva. The Centre, whose purpose is that of helping developing countries overcome their export promotion problems, also runs its own courses, carries out on behalf of developing countries surveys of the markets of developed countries, and advises the governments of developing countries on the setting up or improvement of official export promotion services.

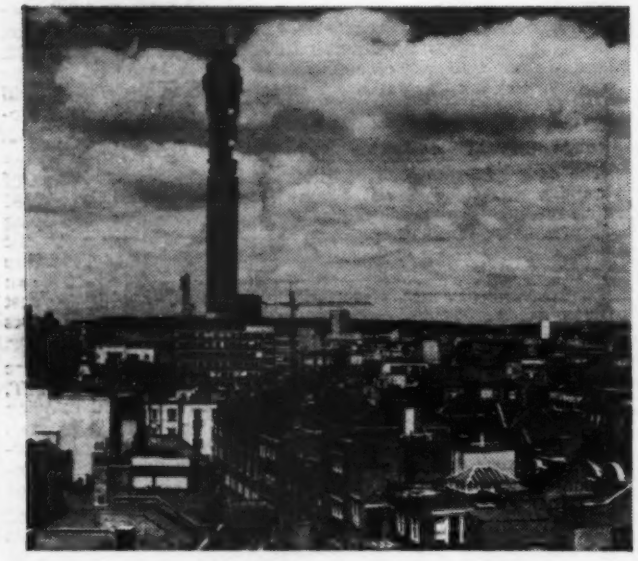
The officials, whose arrival and accommodation arrangements were supervized by the British Council, attended a reception at the Board of Trade on Friday, April 19, at which their host was Mr. Sidney Golt, CB, Adviser on Commercial Policy, and official leader of the United Kingdom Delegation to the Second UNCTAD Conference in New Delhi. Representatives of the City of London College, British Council, Ministry of Overseas Development, Foreign Office and Board of Trade were also present to meet the officials.

Purchase tax on cuff links—correction

THE CHARGEABLE rate on cuff links, studs, etc., mentioned in the April 19 issue of the *Board of Trade Journal* (page 1214) should have read 33⅓ per cent instead of 33½ per cent.



During a recent visit to the United Kingdom by a Far Eastern Mission to study energy development, interest was expressed in water turbines manufactured by Gilbert Gilkes & Gordon Limited of Kendal, Westmorland. A visit was arranged by permission of the City of Liverpool Water Department to the Hydro Electric Power Station at Tryweryn (Llyn Celyn). The picture shows the party inspecting No. 1 HE Generating Unit. From left to right are: Nai Nitipat Jalichan, director general, Thailand National Energy Authority; Mr. E. Colman, manager, Turbines Department, Gilbert Gilkes & Gordon Limited; Mr. Pilapil, manager, Manila Electrical Co., and Nai Tongrojana Pochanart, deputy general manager (Operations), Thailand National Energy Authority.



Britain's telephone service is the largest in Europe and the third largest in the world, said the Postmaster General, Mr. Roy Mason, when he opened Telephone Fortnight throughout the country on April 22. Mr. Mason's speech in London was linked by television with 16 other towns and cities throughout the country and by sound to ceremonies in a further 40 places. Mr. Mason said that visitors to post office installations during the coming fortnight would find that Britain's contribution to the building of a world satellite communications system was exceeded only by that of America; that more and more long distance telephone calls in Britain are now transmitted by microwave radio relay; that over 200 new exchanges will be completed this year and that 600 existing exchanges will be enlarged.

The Import Duties (General) (No. 3) Order 1968

THE TREASURY has made the Import Duties (General) (No. 3) Order, 1968, which re-imposes an import duty of 1d. per linear foot (full rate), 2/9ths of 1d. per linear foot (Commonwealth Preference Area rate) and NIL (EFTA and Irish Republic rates) on cinematograph film of a width of 16 millimetres bearing two positive prints, each of 8 millimetres, across the width.

It also redefines the term 'light oils' to bring the definition for import duty purposes into line with that already applied to revenue duties by an amendment made in the Finance Act, 1967 (Section 1(5) and Schedule 5).

The Order came into operation on May 2, and has been published as Statutory Instruments, 1968, No. 643.

Copies of the Order are obtainable direct from HMSO.

The Import Duties (General) (No. 2) Order 1968

THE TREASURY has made the Import Duties (General) (No. 2) Order, 1968, which removes the import duty on some plants and parts of plants primarily used in the production of medicinal preparations, and on gum euphorbium.

The Order came into operation on May 2 and has been published as Statutory Instruments, 1968, No. 642.

Copies of the Order are obtainable direct from HMSO.

The Import Duties (Temporary Exemptions) (No. 2) Order 1968

THE TREASURY has made the Import Duties (Temporary Exemptions) (No. 2) Order, 1968, which provides that the goods listed in Schedule 1, mainly chemicals, shall be temporarily exempt from import duty, and those listed in Schedule 2, mainly chemicals, shall continue to be temporarily exempt from import duty until January 1, 1969, except for items for which an earlier day is specified in the Order.

The Order came into operation on May 2 and has been published as Statutory Instruments, 1968, No. 641.

Copies of the Order are obtainable direct from HMSO.

The Import Duty Drawbacks (No. 4) Order 1968

THE TREASURY has made the Import Duty Drawbacks (No. 4) Order, 1968. This Order:

(i) revokes the existing fixed rate of drawback of import duty for the following exported goods manufactured from the imported materials shown and provides for the drawback to be related to the duty paid on the quantity of imported materials actually used in their manufacture:

Exported goods	Imported materials
Fruit cakes, fruit puddings, biscuits and sweetmeat confectionery	Raisins, sultanas, currants and other dried grapes, and dried figs
Mincemeat, pickles, sauces and chutneys	Raisins, sultanas, currants and other dried grapes
Fig jam	Dried figs
Linseed oil, refined or heat treated or both; certain mixtures; adducts of linseed oil; and putty	Linseed oil

(ii) provides for the allowance of drawback of import duty on the exportation of a form of powdered sugar manufactured from imported sugar.

The Order came into operation on May 2, and has been published as Statutory Instruments, 1968, No. 644.

Copies are obtainable direct from HMSO

'Barter Business'

THE EAST EUROPEAN Trade Council published on April 30 a Statement on 'Barter' – or more correctly 'Compensation' – trading with Eastern Europe for the guidance of British exporters.

Compensation trading involves a method of payment which is sometimes adopted by countries lacking sufficient foreign currency to pay for goods which they wish to order. In such cases the exporter is often offered part payment in goods in lieu of cash.

Firms wanting advice are invited to consult the East European Trade Council, their local Chamber of Commerce, the Confederation of British Industry, or the British Export Houses Association. Any of these bodies will see that firms are put in touch with a company which is experienced in handling the necessary detail.

BNEC sets up new hotel and buildings equipment group

THE FORMATION of a new Hotel and Public Buildings Equipment Group (HOPBEG) was announced at a press conference in London on April 25 by the British National Export Council in a bid to increase Britain's share of this expanding international market.

Chairman of the Group is Major General R. F. K. Belchem, a member of one of BNEC's area committees, who has invited more than 200 firms to become initial members of the new body. Mr. Michael King, who was previously export director of Catesbys, has been appointed chief executive.

Making the announcement Major General Belchem said the object of the group was to increase British exports of equipment, goods and merchandise for hotels, universities, major office and department blocks and to include the non-technical items required by hospitals.

After taking account of import restrictions in many overseas markets, it was estimated that in the field of new hotel development alone, the potential market in the western world would exceed £200 million a year during the coming three to four years. For equipping hotels, there was keen competition to be faced, particularly from the United States, Italy, Western Germany and Switzerland.

The diversity of the market was illustrated by the fact that to provide the inventory for a new hotel, around 150 different supplying firms are normally involved. There are probably more than a thousand British firms which produce one or more items in the inventory of hotels, universities, etc., but hitherto there has been little co-ordination among them.

The Group would provide market research and merchandising information to its members, and would pay particular attention to publicizing overseas the facilities offered by British equipment manufacturers. The aim would be to convince overseas buyers that the United Kingdom equipment industry was competent to:

(a) provide designs and competitive quotations quickly;
(b) quote on the basis of 'cif and delivered to site' together with a firm price for installation;
(c) establish and meet agreed delivery dates and provide after-sales service of the same standard as our competitors.

Membership of the Group is open to any United Kingdom company which has experience of supplying equipment, goods and merchandise to hotels and public buildings.

Pilot probe in Caribbean

An important exercise for the United Kingdom equipment industry is about to begin as a result of the initiative of BNEC's Caribbean Committee. Following negotiations with the Caribbean Hotel Association, which incorporates 113 hotels spanning the islands, a survey is to be conducted of their purchasing requirements, and consideration is to be given to the feasibility and economics of central purchasing procedures.

British manufacturers are being invited to contribute a minimum of £20 towards the estimated £4,400 cost of the survey. The report, which will be available to subscribers, will be published in the autumn, and will detail the sales opportunities developing in the big expansion of the Caribbean hotel industry.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 127, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7878, Ext. 2653/6) and not to HMSO,*

National Joint Advisory Council

THE NATIONAL Joint Advisory Council met on April 24 under the chairmanship of Mrs. Barbara Castle, First Secretary of State and Secretary of State for Employment and Productivity. This was Mrs. Castle's first meeting with the Council.

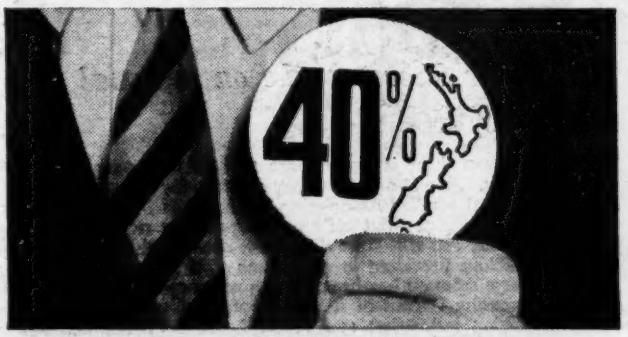
New chairman of Industrial Training Board for Distribution

MRS. BARBARA CASTLE, First Secretary of State and Secretary of State for Employment and Productivity, is to appoint Mr. G. A. Spencer as chairman of the Industrial Training Board for Distribution which the First Secretary plans to set up during the early summer.

National Conference on Technological Forecasting

'CORPORATE STRATEGY and Technological Change' is the theme of a National Conference on Technological Forecasting which is being sponsored by The University of Bradford Management Centre, *The Times* and The Ministry of Technology, and which will be held at the Majestic Hotel, Harrogate on July 4 and 5. This conference is designed to help management in generating long range plans for the future growth and profitability of their businesses and particularly in forecasting the changes which are likely to occur through the invention of new products and new processes.

Reservations may be arranged through: Miss Shirley Wraith, Management Centre, University of Bradford, Emm Lane, Bradford 9 (Tel. OBR4-45345).



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Contribution of industrial training to higher productivity

SPEAKING AT the opening of the new Training Centre for the Water Supply Industry at Millis House, Derby, on April 26, Mr. Roy Hattersley, Joint Parliamentary Under-Secretary of State, Department of Employment and Productivity, said:

'Training is not a theoretical exercise intended to pander to the notions of academics or the prejudices of politicians. It is a contribution towards greater efficiency and greater productivity – a contribution which is both as necessary and appropriate in the public sector as it is in private business. My experience of local government convinces me that the municipal undertaking is no less enthusiastic for increased efficiency than the private firm. I know that in your industry the training board intends to assist both public and private enterprise in pursuit of these laudable and essential aims.'

Mr. Hattersley continued: 'The Department in which I serve has become responsible for increasing productivity in British industry. The benefits that flow from such increase to the individual, to the company and to the nation are unlimited. It cannot be said too often that their achievement is in no small measure dependent on an expansion of, and improvement in, our programmes for industrial training.

'Already spectacular progress has been made. There are, for instance, about ½ million men and women under training in this country in manufacturing industries alone – almost certainly a record number. The 21 Industrial Training Boards, including the one over which you preside, have been a major factor in the training revolution, distributing as they will next year about £120 million each year in training grants.

'They must remain the agencies through which industry can organize and finance its own training. But although the majority of our training effort must be organized by industry itself in this way the Government's direct contribution to training – the special grants given as additional incentive and the Government Training Centres which we run – are also expanding at a record rate.'

Mr. Peter Shore speaks on regional planning

'LOOKING AHEAD there is much more to be done in regional planning,' said Mr. Peter Shore, Secretary of State for Economic Affairs, to the Regional Studies Association on April 24 in London. 'First there is the familiar – but still basic – problem of "regional imbalance". There are still large disparities between the economic and social conditions prevalent in wide areas of the country. Moreover, the need for a solution has been given a new urgency partly because of the increasing impact of new technological processes upon the older declining industries; and partly because of the desirability of a more even geographical spread of economic activity over the country so that the economy as a whole can be operated at a high level without risking "overheating" in the more prosperous regions.'

Mr. Shore said that the Government had concentrated upon the problem of imbalance where it had been most acute – in the development areas. Government measures were currently running at a level well in excess of £250 million a year, double the expenditure in the previous year and nearly eight times that of 1964/65. This is a massive increase in Government support for the development areas, but it was comparatively recent, and it would need time to work. Nevertheless, there had already been a marked increase since the early 60's in the share of the total i.d.c. approvals which had been going to the development areas, and this was gradually bringing about an improvement in the industrial structure, with less dependence on the older, declining industries.

Referring to the 'intermediate' areas, Mr. Shore said that the Committee, under Sir Joseph Hunt, would, he hoped, issue its report later this year. 'The Committee's findings will be important for regional policy generally,' he said. 'Since we must find ways of dealing with the problems of the intermediate areas without either lessening the attack on the problems of the development areas or stifling the potential of the areas of high economic activity such as the Midlands and South East. Complementary to the work of the Hunt Committee, we are seeking new ways to assess the effectiveness of instruments of regional policy such as investment incentives, i.d.c. controls and REP.'

Turning to population growth, Mr. Shore said that, given that the population of these islands was likely on present indications to increase by almost five million by 1981, plans must be made now to provide them with homes, services and jobs. Looking further ahead, population might well increase still more sharply by the turn of the century. Work was now in hand within the Government designed to provide information on the likely geographical distribution of population, on the possible need for new major centres of population and on further studies of the potential for development of our major existing centres of population. Arising from this work so far there were the three feasibility studies of the potentiality for large-scale population and industrial growth of Humberside, Severnside and Tayside. These were all well under way, and the most advanced, that of Humberside, should be submitted to Ministers before the end of the year. These were long-term studies designed to show the feasibility of locating large new centres of population in those areas.

'Third, there are the problems of ensuring that individual regional strategies are compatible one with another and with national considerations,' continued Mr. Shore. 'At the regional level, the Economic Planning Councils are continuing to work on the problem of the individual regions. They are refining their ideas on regional strategy, and are, in many cases, turning to the more detailed study of their problems at the sub-regional level. It is hoped that this work can be carried forward eventually to the stage of producing a definitive regional strategy into which the local authorities' structure plans will fit. It is here that regional planning encounters a major challenge – the task of rationalizing and co-ordinating planning at the three levels – national, regional and local authority.

'In this context it has to be borne in mind that the basic data used by the Councils comes from the Government through the machinery of the Planning Boards. Similarly, the Boards are able to inform the Councils of the implications for the regions of Government planning and expenditure, while, on the other hand, the Councils are able to advise Central Government on these matters. The process of considering the principal recommendations in the Council's reports provides a further means of co-ordinating overall Government policy.

'Finally there is the institutional framework for regional planning. On this there is much to be said, but we shall all have much more information and a clearer picture of the various possibilities when we receive the reports, later this year, of the Royal Commissions for England and Scotland, appointed in 1966, to study the structure of Local Government. There is, however, almost unanimous agreement that the pattern of local government forged towards the end of the last century, is outmoded and no longer suitable to undertake the formidable planning tasks that lie ahead.'

Burroughs expansion plan welcomed by Minister of Technology

SPEAKING ON April 23 at a conference to announce plans for a Burroughs factory, at Glenrothes, Fife, Dr. Jeremy Bray, Joint Parliamentary Secretary, Ministry of Technology, said: 'The Ministry of Technology appreciates the value of the contribution which Burroughs, like other American computer manufacturers, have made to British commerce and industry both through the advanced business equipment which they have supplied over so many years to British industry, and through their manufacturing activities in Scotland. Burroughs are making a massive contribution to the banks' computerization programme in particular. The Ministry welcomes the company's declared intention to establish further manufacturing activities in Scotland to include data terminal equipment ordered by British banks. This specialized equipment is not at present made by any other United Kingdom manufacturer.'

Burroughs Machines Ltd. are to build a new computer factory on a 30 acre site at the new town of Glenrothes in Fife, one of Scotland's development areas. Announcing the expansion in Glasgow, Mr. J. F. Visnaw, the company's manager of manufacturing in the United Kingdom and Europe, said that the first phase of development, involving a capital expenditure of nearly £4 million

and covering a 125,000 square foot facility, would be started immediately and will be fully operational by 1970. First deliveries are scheduled for the second quarter of 1969 and the plant will employ approximately 1,000 people when in full production. The new factory will manufacture the company's most up-to-date computer range.

Production from Glenrothes will add considerably to Burroughs already high exports from the United Kingdom. Exports from the factory will represent 60 per cent of its total production. The new factory will be the third to be established by Burroughs in Scotland, the other two being sited at Cumbernauld and Strathleven. The Glenrothes factory will produce the complete line of Burroughs third generation EDP computer products, including central processors and peripheral equipment. The exclusive Burroughs fixed-head random access disk files will be manufactured at Glenrothes from the outset – the first time such advanced head-per-track disk units have ever been made in Britain.

In little over a year Burroughs has won computer orders from customers in Britain worth more than £40 million, making it one of the country's top three computer firms. In addition the company has substantial orders on its books for computer equipment to be supplied to other EDP manufacturers in Britain.

In the United Kingdom Burroughs won the Queen's Award last year for having exported more than 83 per cent of the total production from Cumbernauld and Strathleven to some 100 countries. These factories have recently been expanded for extra manufacturing responsibilities.

Referring to Burroughs growth internationally, Mr. Visnaw said that at present the company has 36 production and engineering facilities throughout the world. The Glenrothes factory, he added, is a vital part of a further expansion programme calling for 11 new factories over the next eight years, involving a capital investment of nearly £70 million.

Life in Hartlepool

REPLIES to a questionnaire on 'Life in Hartlepool' returned by industrial newcomers to the town are 86 per cent favourable.

In a report to the Town Planning and Industrial Development Committee, Hartlepool's Industrial Development Officer, Mr. B. H. Belshaw, states: 'In an effort to assess the reactions of newcomers, during the past two or three years, to industry and to life in Hartlepool, I compiled a brief questionnaire and sent copies to companies known to have recruited employees from other parts of the country. From a return of 82 forms (which, in effect, represent the opinions of 82 families) the principal conclusion is that in only 12 cases are newcomers 'disappointed' with their new circumstances. Thirty-six of the others are 'reasonably satisfied', 24 are 'more than satisfied' and 10 are 'delighted' with the decision they made to move to Hartlepool'.

Two southern firms for Glasgow area

TWO SOUTHERN FIRMS are to operate Scottish distributive depots from the Rutherglen and Birkenshaw industrial estates now under 'private enterprise' development by Taylor Woodrow Industrial Estates Ltd. Pirelli Ltd., will handle tyres at Rutherglen, two miles from central Glasgow; and Abmac Deliveries Ltd., biscuits at Birkenshaw, seven miles east of the city.

New factory for Scottish firm

A NEW FACTORY on a seven-acre site was opened for Northern Trailers Ltd., Kirkintilloch, Scotland, by Mr. Peter Walker, MP, on April 19.

The company builds road trailers of from 10 to 30 tons capacity for articulated vehicles. The range covers flats, TIR models, tippers, coil carriers, skeletals, step frames and low loaders. Single, tandem and tri-axle designs are available, including the company's self-steering tri-axle. One of the latest additions to the range is the Northern Dump Trailer. This is a tipper embodying the best features of many tipping systems which will provide hauliers with one of the most stable articulated and at the same time one of the cheapest articulated tippers on the market.

An additional 10 acres is available for further expansion.

Ministry to publish standard specifications

SOME OF THE standard specifications which the Ministry of Public Building and Works has prepared for its own mechanical and electrical engineering work are for the first time to be made generally available to industry and the professions. They were previously available only to contractors and tenderers for the Ministry's work, but now the Ministry proposes to publish them through HMSO so that they can be freely used by anyone. The specifications represent years of experience by the Ministry, and they should be of considerable assistance to designers, manufacturers and contractors, and save them time and money.

The first standard specification to be released is titled 'Engineering Specifications: Heating, Hot and Cold Water, Steam and Gas Installations for Buildings'. This was published on April 30 (price 7s. 6d.). After this date contractors and tenderers for work for the Ministry which comes within the scope of this specification will be expected to purchase their own copies from HMSO, or any bookseller. The specification will not, as hitherto, be issued as a tender document although amendments which may be necessary from time to time, pending the reprinting of the whole specification, will continue to be issued as part of the tender documents.

Anyone using these specifications for their own work must carry the responsibility for ensuring that they cover their requirements, and any errors or omissions are the responsibility of the users and not that of the Ministry or of HMSO.

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British commercial representatives overseas

THE LIST of British Commercial Representatives Overseas as published in the *Board of Trade Journal* on March 15 should be further amended as follows:

ALGERIA – *delete* first two lines of entry, and
substitute Mr. R. C. Robinson, MBE, First Secretary (Commercial), British Embassy.

BELGIUM – *delete* Mr. J. R. Wraight, CMG,
substitute Mr. G. F. Hiller, CMG, DSO.

BOLIVIA – *delete* Mr. J. K. E. Broadley,
substitute Mr. R. L. Joseph.

CZECHOSLOVAKIA – *delete* Mr. J. F. Barrow,
substitute Mr. R. P. de Burlet.

ECUADOR – GUAYAQUIL – *delete* Mr. T. G. Simon.
substitute Mr. H. C. Bass.

PAKISTAN – CHITTAGONG – *amend* telephone number to 81971/2.

Engineers' mission to South Africa

ON MAY 4, sixteen company directors of British engineering firms will leave London Airport on Engtrade 4, a selling trade mission to South Africa. This mission is organized by the Engineering Industries Association and sponsored by the Board of Trade and the British National Export Council.

The mission will be led by Mr. T. R. Wade, Export Secretary of the Engineering Industries Association, who has considerable knowledge of South Africa and has organized previous trade missions for the Association. The mission will be in South Africa for 14 days and although based in Johannesburg, individual members will be visiting Cape Town, Port Elizabeth, Durban and Pretoria. It returns to the United Kingdom on May 20.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949 the following patents were endorsed 'Licences of Right' on the dates specified.

NUMBER	GRANTEE	SUBJECT-MATTER
	April 17, 1968	
810,908	Fleischer, Svend Sigurd Christie	Machines for separating magnetizable drop wires for warp threads.
845,093	Deutsche Figolit G.m.b.H.	Mould for producing large bodies of foamed polystyrene.
982,438	Societe des Etablissements Riviere-Casalis	Harvesting machines incorporating a baling device.
1,021,639	Fial Societa per Azioni	Front wheel drive vehicle with an engine-power transmission unit.
1,021,640	Fial Societa per Azioni	Friction clutch control device for motor vehicles.
1,095,515	Societe d'Etudes et d'Applications Industrielles Commerciales et Immobilieres 'Inter-Technique'	A fan and water pump unit for cooling internal combustion engines.
	April 18, 1968	
762,579	Standard Telephones & Cables Ltd.	Gas-filled electric discharge tubes.
776,550	Standard Telephones & Cables Ltd.	Regulated power supply equipment.
798,540	Standard Telephones & Cables Ltd.	Metal to ceramic seals.
803,911	Standard Telephones & Cables Ltd.	Saturable electromagnetic devices.
815,016	Standard Telephones & Cables Ltd.	Regulated electric power supply.
830,524	Standard Telephones & Cables Ltd.	Flexible mountings for electron discharge tubes and similar fragile articles.
852,937	Standard Telephones & Cables Ltd.	Dry plate rectifier assemblies.
853,071	Standard Telephones & Cables Ltd.	Magnetic cores.
856,069	Standard Telephones & Cables Ltd.	The manufacture of electric cables.
857,638	Standard Telephones & Cables Ltd.	Electromagnetic latching relays.
870,614	Standard Telephones & Cables Ltd.	Thermionic valves.
883,800	Standard Telephones & Cables Ltd.	The production of semi-conductor materials.
885,119	Standard Telephones & Cables Ltd.	The production of silicon.
905,761	Standard Telephones & Cables Ltd.	Electric wave filters.
951,354	Standard Telephones & Cables Ltd.	Dry rectifier assemblies.
1,021,149	Standard Telephones & Cables Ltd.	Dry rectifier assemblies.
1,028,190	Standard Telephones & Cables Ltd.	Dry plate rectifier assemblies.
	April 22, 1968	
886,586	Standard Telephones & Cables Ltd.	Screening arrangement.
902,266	General Airline & Film Corporation.	Method of incorporating salts of colour couplers in photographic emulsions.
926,462	General Airline & Film Corporation.	Photographic colour image transfer process.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller

The Patent Office

EFTA trade in February 1968

Trade figures released by the EFTA Secretariat show that total imports of the EFTA countries in February 1968 combined amounted to $3,139 million, almost 7 per cent higher than in the previous February. Exports at $2,613 million showed an increase of 4½ per cent. On a seasonally adjusted basis total imports rose in February at the same rate as in January, i.e. at 0.2 per cent, while exports increased by 0.3 per cent, compared with a rise of 0.4 per cent in January.

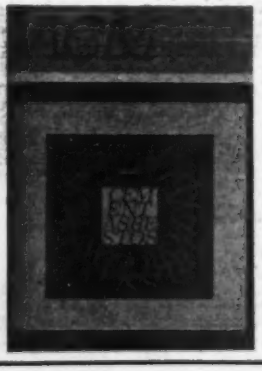
Trade with the United States showed the sharpest rise compared with February 1967. Imports were 21 per cent higher, and exports 13 per cent higher. Seasonally adjusted, EFTA imports from the United States increased in February by 0.5 per cent and exports by 0.2 per cent, compared with 0.8 per cent for both imports and exports in January.

EFTA imports from the EEC were 8.8 per cent higher than in February 1967, while exports to the EEC were up 10.4 per cent. On a seasonally adjusted basis, imports from the EEC were at the same level as in January, when they recorded an exceptionally high increase of 1.0 per cent, while exports to the EEC rose by 0.3 per cent, the same rate as in January.

Intra-EFTA trade increased by relatively little – only 3 per cent – between February 1967 and February 1968. However, this is to an important extent explained by a return to more normal levels in the value, exceptionally high in February 1967, of exports of petroleum products from the United Kingdom to the Scandinavian countries. If this trade is excluded, the dollar value of United Kingdom exports to EFTA shows a fall of 12.5 per cent, instead of 19 per cent. Intra-EFTA exports would show a rise of 6 per cent if United Kingdom exports of petroleum products were excluded, and a rise of 13 per cent if all United Kingdom exports to EFTA were excluded.

Except for Denmark and the United Kingdom, all EFTA countries recorded large increases in their exports to their partners, although in most cases their exports to the EEC rose slightly more. In the case of intra-EFTA trade it should be remembered that the comparison is with a period of exceptional growth: in the early months of 1967 this trade had increased very fast, helped by the final elimination of intra-EFTA tariffs and of the United Kingdom import surcharge at the end of 1966.

On a seasonally adjusted basis, intra-EFTA trade was in February 0.3 per cent higher than in January, thus rising at exactly the same rate as EFTA exports to the EEC and by more than EFTA exports to the United States. Intra-area trade had increased at the same rate in January.



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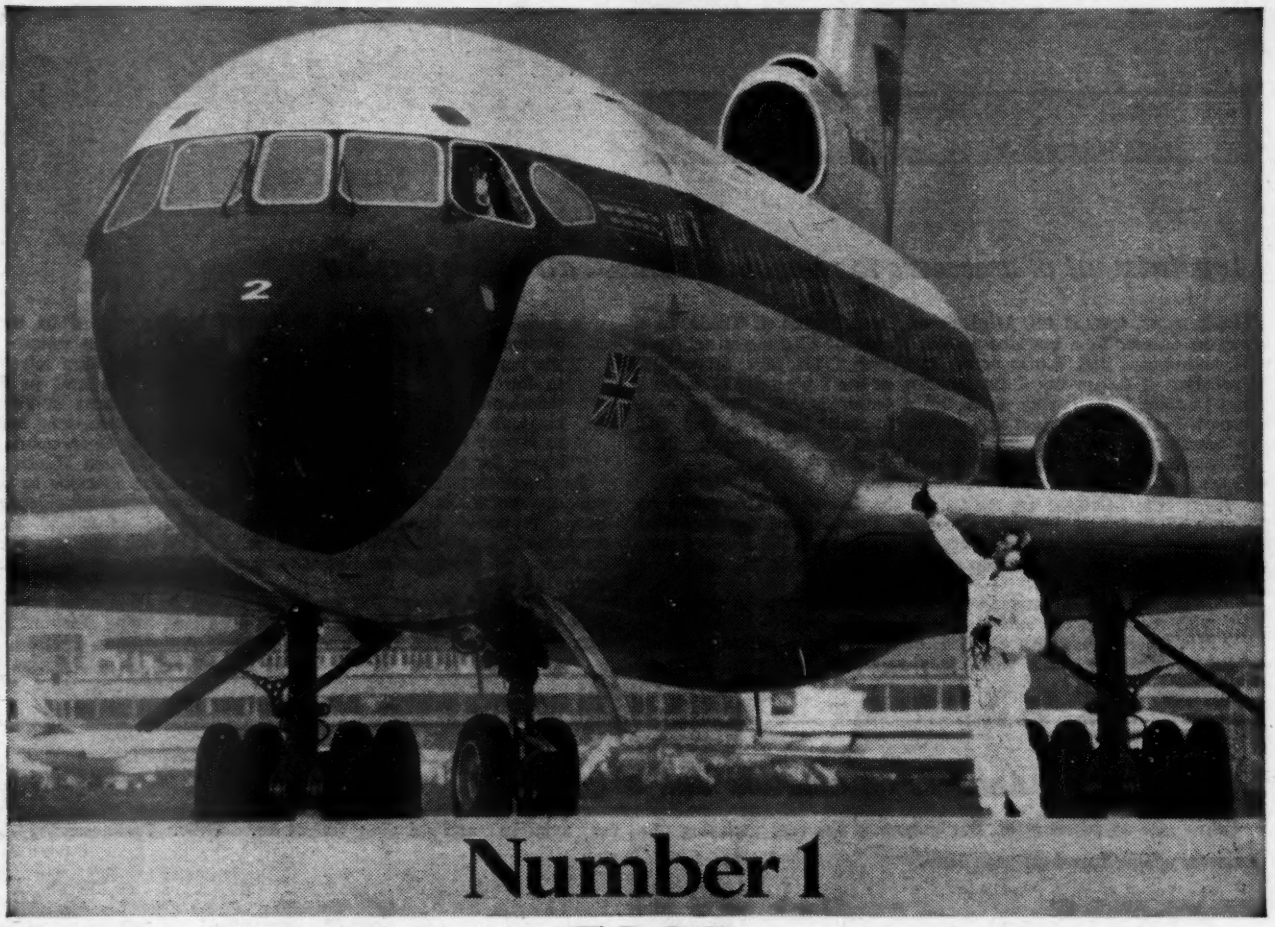

Number 1 goes Trident Two

To explain.

From June 1, BEA will add a number of brand new aircraft to their fleet. And each one of them is called Trident Two.

Built by Hawker Siddeley Aviation and powered by three Rolls-Royce Spey jet engines, the new Trident Two owes a lot to its famous predecessor.

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The new long-range Trident Two can fly 2,300 miles without refuelling. It cruises smoothly at 610 mph. It carries more passengers. And – you'll find this hard to believe until you try it – it's even quieter and more comfortable than the original Trident. All this means we'll be able to fly you *direct* by Trident to the furthermost ports of our network in smooth, fast comfort.

For a start, Trident Two will fly the London-Madrid and London-Milan routes from June 1. Other routes will follow thick and fast.

Hawker Siddeley take the credit for building this pace-setting plane. Rolls-Royce take the credit for the back-seat drive. And we take the credit for specifying this custom-built jet liner for you. After all, it's little things like Trident Two that help make BEA Number 1 in Europe.

BEA No.1 in Europe

Built by Hawker Siddeley-powered by Rolls-Royce

Aviation and Shipping

Appointment of assessors to re-opened Munich air crash inquiry

MR. J. P. W. MALLALIEU, Minister of State, Board of Trade, in a written answer to a question in the House of Commons on April 24, announced that Professor A. R. Collar, OBE, MA, DSc, FRS, Professor of Aeronautical Engineering at the University of Bristol, and Captain J. R. Jeffrey, OBE, JP, a senior BOAC Captain, have accepted invitations to act as assessors to assist Mr. E. S. Fay, QC, in conducting the re-opened inquiry into the accident to BEA Elizabethan G-ALZU at Munich on February 6, 1958.

Note:

The Prime Minister announced in the House of Commons on March 12 that Mr. Anthony Crosland, President of the Board of Trade, had invited Mr. E. S. Fay, QC, to re-open the inquiry conducted under his chairmanship in 1959-60, but with the following new terms of reference:

> To consider in private such evidence as may be presented with regard to the accident to BEA Elizabethan G-ALZU at Munich on February 6, 1958, being evidence which was not considered by them when they reported to the Minister of Aviation on August 18, 1960, and having regard to such evidence, to the matters considered by them in that report, to the report of the German Federal Office of Aviation relating to the re-opened inquiry into the said accident and to the memorandum of the Royal Aircraft Establishment at Farnborough on the application of the results of slush drag tests, to report to the Board of Trade whether, in their opinion, blame for the accident is to be imputed to Captain Thain.

Professor Arthur Roderick Collar also served as assessor to the previous inquiry in 1959-60. He served in the aerodynamics department, National Physical Laboratory 1929-41; structural and mechanical engineering department, RAE, 1941-45; and has been Professor of Aeronautical Engineering at the University of Bristol since 1945.

Captain John Robert Jeffrey joined BOAC in 1946 after service with the RAF. He is a Senior Captain 1st Class, flying Boeings. He was chairman of the British Airline Pilots Association 1962-66,

Parliamentary Answers on aviation and shipping

Below are a number of Parliamentary Answers relating to the aviation and shipping industries. Other Parliamentary Answers will be found on page 1346.

TUESDAY, APRIL 23

Prestwick Airport

Asked what proposals and appeals for assistance had been received by the Government from Prestwick Airport Development Association, and to what extent it would be possible to respond to these requests. Lord Beswick said the Government had received on April 18, a report on services at Prestwick from the Prestwick Airport Development Association, and these proposals were being studied.

WEDNESDAY, APRIL 24

United Kingdom shipping industry

Mr. Anthony Crosland, President of the Board of Trade, was asked whether he had yet made a final estimate of the net contribution of the United Kingdom shipping industry to the balance of payments in 1967; and by how much it exceeded that of 1966. The President answered that final figures were not yet available, but the provisional estimate for 1967 was £246 million, £100 million more than in 1966.

Landing fees at Heathrow

Asked whether the nationalized air corporations, or any other British airlines, were consulted before the landing fees at Heathrow were raised the President answered that all airlines were given notice in January that the proposed increases would take effect on April 1. The President continued: 'I received representations from the chairmen of both BOAC and BEA and, as I told the House on March 29 (*Board of Trade Journal*, April 5, page 1056) I replied explaining why in my view the increases were justified.'

Inquiry into air safety

The results of the Board of Trade inquiry into air safety matters would be published on May 13, announced the President in reply to two questions. Copies would be placed in the Library.

Rochdale Committee on shipping

Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, told a member who asked when he expected the Committee of Inquiry into the Shipping Industry, under Lord Rochdale, to report, that the Committee was aware of the urgency of their task and had been hoping to complete it by the early summer of 1969, but, in view of the far-reaching nature of the evidence which they were receiving, it might not be possible for them to report until later in that year.

Answering a suggestion that he should take steps to place British shipping companies in a position to match competition from foreign shipping companies which enjoyed special tax advantages extended to them by the countries in which they were registered. Mr. Mallalieu said: 'This is a very far-reaching proposal and I would certainly want to await the report of the Rochdale Committee before considering it.'

Air traffic

Replying to a request to initiate a review of the estimated growth of passenger and cargo by air to and from the United Kingdom during the 1970s and the change in airport facilities required to accommodate this growth, Mr. Mallalieu said forecasts of air traffic to and from major airports in the United Kingdom were reviewed from time to time. As the President informed the House on February 22 (*Board of Trade Journal*, March 1, page 675), the siting of the third London airport was to be the subject of an inquiry. Most airports elsewhere could cater already for a substantial increase in traffic and he was confident that owners would continue to provide adequate capacity.

Marine forgings

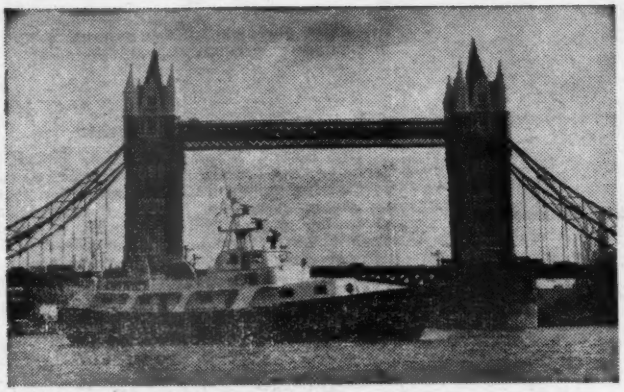
A member stated that marine forgings from member companies of the Italian Istituto per la Ricostruzione Industriale were being offered in this country at prices indicating the existence of substantial subsidies, and whether, in view of this prima facie evidence of dumping, the President would cause an inquiry to be held in order to protect British suppliers. Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, said the British manufacturers of marine forgings recently had preliminary discussions with Board of Trade officials about a possible application under the Customs Duties (Dumping and Subsidies) Act, 1957. 'When we have received an application, we shall decide whether to make a full investigation' she said.

Noise at Leeds/Bradford Airport

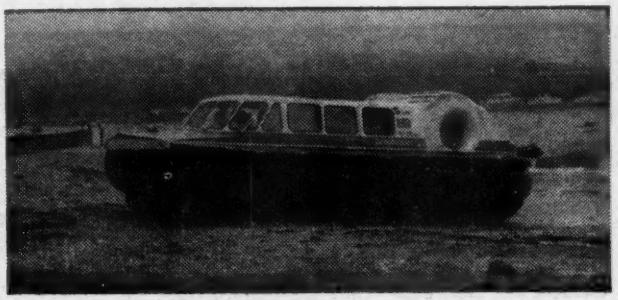
'No, Sir', replied Mr. Mallalieu to a member who asked if he would carry out a noise level survey at Leeds/Bradford Airport. 'This is a matter for the airport authority, the Leeds and Bradford Airport Joint Committee.'

Noise regulations at London Airport

Questioned on airlines which had broken the noise regulations at London Airport in the last three months, Mr. Mallalieu answered that during the three months to February 29, out of nearly 13,000 monitored movements there were 35 infringements of the requirements. Fifteen airlines infringed, but only Pan American, BOAC and TWA infringed more



'Electra III', Marconi Marine's research and demonstration vessel, carrying many thousands of pounds worth of the most advanced marine communications equipment and radio aids to navigation, sailed from her home port of Poole on April 24, at the start of an extensive demonstration tour of Mediterranean and Adriatic ports. She is seen here recently in the River Thames near Tower Bridge.



Cushioncraft Limited, hovercraft builders of St. Helen's, Isle of Wight, have revealed their new 10-seater whisper jet 'go anywhere' hovercraft. This machine, the CC-7, was developed with Ministry of Technology support and is powered by a 390 h.p. marine gas turbine. The craft is designed to meet the world-wide need for a low-cost (under £30,000) hovercraft quiet enough to work right into the heart of densely populated areas.

than twice. The aircraft most concerned were Boeing 707s, VC10s and DC8s. Each infringement was discussed with the airline concerned to find out why it happened. 'Action can, of course, be taken against operators or pilots who persistently offend without justification' said Mr. Mallalieu, 'But thanks to the co-operation of the airlines there have been none such so far.'

Imports of American aircraft equipment

'What is the total value of military and civil aircraft, aircraft engines and aircraft equipment imported from the United States in 1967; and what is the total value of British military and civil aircraft, aircraft engines and aircraft equipment exported to the United States in 1967?' asked a Member. Mr. Mallalieu answered that information in respect of aircraft and parts and of aircraft engines and parts was given on pages 88, 100, 204 and 247 of the *Overseas Trade Accounts* for December 1967. Figures for other aircraft equipment were not separately distinguished in the trade statistics.

Board of Trade aircraft

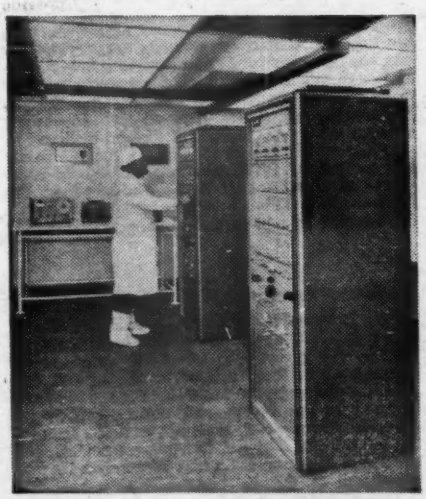
Mr. Mallalieu told a Member who asked what plans he had to review the number of aircraft operated by his department, that this matter was kept under regular review and subject to financial considerations it was the intention to modernize the fleet and thus to reduce the number of aircraft required.

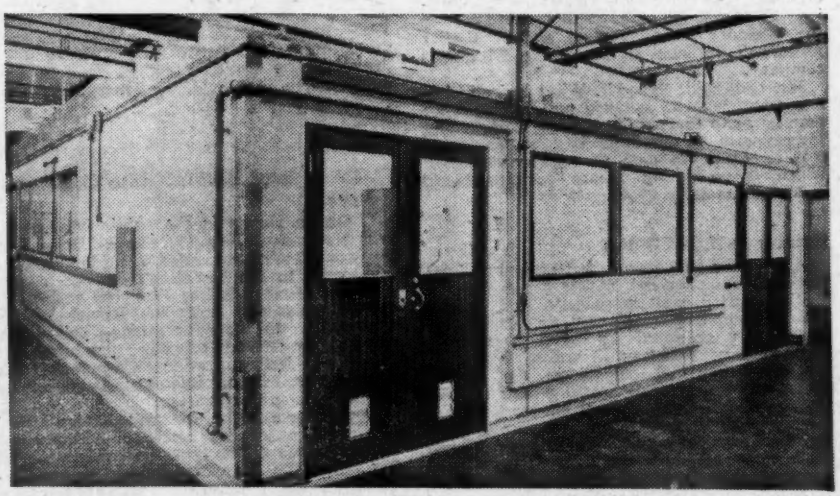
BEA re-equipment

'As I indicated in the Second Reading of the Air Corporations Bill, negotiations are proceeding, and I will tell the House the outcome as soon as possible,' said the President, answering several Members' inquiries regarding the BEA re-equipment programme.

Normandy Ferries Ltd.

Asked if he was satisfied with the safety conditions laid down by Normandy Ferries Limited, under which cars and passengers were carried on their cross-Channel routes, as printed on the tickets issued to passengers, Mr. Mallalieu answered: 'Yes, sir.' Ships on these routes were required to meet Board of Trade and international safety standards and nothing in a contract of carriage affected the shipowners' legal obligation to maintain a seaworthy vessel, he said.





Interior and exterior views of the Pathfinder clean room complex for testing the STC instrument landing system at Gatwick Airport. In order to gather data on the reliability, accuracy and integrity of the Instrument Landing System (ILS) for all-weather landing, the Board of Trade is subjecting a Standard Telephones and Cables Limited ILS equipment to exhaustive tests under strictly controlled environmental conditions. These tests, which will extend over three years, are being conducted in the Telecommunications and Engineering Establishment at Gatwick Airport, London, inside a specially constructed clean room complex designed and built by WHS (Pathfinder) Limited of Havant, Hants. In addition to the extensive environmental testing programme, the clean room complex will be used as a maintenance centre for STC ILS equipment installed at various airports in the United Kingdom.

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry.

TUESDAY, APRIL 23

Non-industrial staff of BoT

A Member who asked what increase or decrease there had been in the non-industrial staff of his department since October 15, 1964; and what decrease he anticipates during the next six months, was told by Mr. J. P. W. Mallalieu Minister of State, Board of Trade:

'The Board of Trade's non-industrial staff has increased over this period by about 9,600, of which about 8,600 were transferred from the Ministries of Transport and Aviation. The staff of the Export Credits Guarantee Department has increased by 245.

No decrease in the staff of either Department is expected during the next six months.'

WEDNESDAY, APRIL 24

Effect of devaluation on exports

Mr. Anthony Crosland, President of the Board of Trade, answering a question on the effect of devaluation on exports and percentage increase in the cost of imports, said:

'Devaluation has not yet had a major effect on export volume, though it has been the main factor in the rise in export prices, in terms of sterling, of 4½ per cent between October and February. Import prices over the same period, largely due to devaluation, have risen 9½ per cent.'

Company registration

Mr. Edmund Dell, Minister of State, Board of Trade, answered a Member who asked whether he would introduce legislation to allow him to reverse a decision when a mistake had been made by his department, following the complaint of a company well within the statutory period against a very similar name being granted registration to a different company.

Mr. Dell said: 'No, Sir. When objection to a company's name is taken on grounds other than harm to the public, I think it right that there should be a definite date, at present six months from the date of registration, after which the company cannot be directed to change its name.'

Exports to United States

A Member who asked what study had been made of the potential market for exports of British agricultural machinery and British power generating machinery to the United States was answered by Mrs. Dunwoody, Parliamentary Secretary, Board of Trade.

'Our commercial officers in the United States are continuously sending back a large volume of information about the market there for agricultural machinery and power generating machinery,' she said. 'The Board of Trade make this available to the industries concerned through the *Board of Trade Journal*, the *Export Service Bulletin* and by direct contacts.'

Board of Trade Advisory Committee

Mrs. Gwyneth Dunwoody, told an inquirer that 965 applications were outstanding with the Board of Trade Advisory Committee as at April 1. There had been a change in the method of recording the receipt of applications in BOTAC to reflect the fact that the Committee, in order to speed procedures, were starting their investigation of applications at an earlier stage. The comparable figure for April 1 on the former method would have been 705.

Foreign trade

A Member asked what increase in the volume of visible exports was estimated to be necessary in the second half of 1968 in order to achieve the same level of foreign earnings as was achieved in the second half of 1967, adjusted for the effects of the dock strikes; and what increase was now anticipated. The President replied that the answer to the first part of the question would depend on how much our export prices fell in terms of foreign currencies.

'As to the second part,' he said, 'an estimate of the likely increase in the volume of exports between the second half of 1967 and the second half of 1968, adjusted for the effects of the dock strikes, was given in Part III of the Financial Statement. I have nothing to add to this.'

Capital investment

The President, asked what was the percentage change in capital investment by manufacturing industry in 1967 compared with 1966; and what was the percentage change in such investment by the service industries in those years, answered: taking fixed investment, measured at constant prices, a fall of 5 per cent and a rise of 3 per cent respectively.

Answering a further question: By how much imports of finished manufactures increased in 1967 compared with 1966, the President said: the information was available at Table 15 of the article on United Kingdom trade in 1967 published in the *Board of Trade Journal* on February 9 (page 394).

EMI/Associated British Picture Corporation merger

'I see no reason in the public interest for such a request to be put to the IRC,' said Mrs. Dunwoody, when requested by a Member having regard to the President's decision not to refer the merger between Electrical and Musical Industries and Associated British Picture Corporation to the Monopolies Commission, whether he would consider requesting the Industrial Reorganization Corporation to acquire the cinema interests of Associated British Picture Corporation.

In reply to a further question; having regard to the links between Electrical and Musical Industries, the Grade Organisation, Associated Television, the Associated British Picture Corporation, the London International Agency, London Artists, London Management, Elstree Distributors, Ivy Productions, Bernard Delfont Management and Enterprises, and other companies in the entertainment industry, whether this situation would be referred to the Monopolies Commission, Mrs. Dunwoody said: 'We are always ready to consider evidence suggesting that it would be in the public interest for the Monopolies Commission to investigate any sector of this industry in which the statutory monopoly conditions exist.'

Imports and balance of payments

Lord Brown, Minister of State, Board of Trade was asked if the Government had an import control policy ready for use in the event of export expansion proving inadequate to cover the import bill and other exchange commitments. He replied: 'The Government must of course be prepared for contingencies of many kinds. We are, however, confident that the measures we have already taken will put our balance of payments on a sound footing.'

Employment in the distributive trades

Mrs. Dunwoody was asked what recent representations had been received from the distributive trades about the validity of official statistics on the trend of employment in those trades and the incidence of the selective employment tax upon them; she answered that it had been represented that for technical reasons the official estimate of the fall in employment in distribution between June 1966 and June 1967 was exaggerated. 'I am satisfied, however, that there has been a fall in employment in this sector,' said Mrs. Dunwoody.

Investment in coastal resort towns

In reply to a question on the encouragement of new investment in coastal resort towns outside the development areas, Mrs. Dunwoody said the proposals for new incentives for hotels, which the President had already announced (*Board of Trade Journal*, March 29, page 794) should help the coastal resorts outside the development areas. In operating the control over industrial development certificates the development areas must continue to have priority, but subject to this the Board of Trade was prepared to consider applications for i.d.c.s for coastal resorts outside those areas where the projects were suited to their needs and resources.

Answering a further question on steps to encourage investment in non-manufacuring activities in development areas where the proportion of employed persons qualifying for regional employment premium was lower than the national average, Mrs. Dunwoody said: 'I would draw the hon. Member's attention to the proposed hotel investment incentives scheme which my right hon. Friend outlined to the House on March 20 and to the proposals for refund of SET to hotels in certain rural parts of development areas published in the Finance Bill. These measures should encourage investment in non-manufacturing activities.'

Industrial development

'An extremely liberal and flexible one,' said the President, asked what was his policy towards the grant of industrial development certificates in the North-west of England outside development areas. 'No i.d.c.s have been refused in the North-west region outside the Greater Manchester area since 1966. In 1967 i.d.c. approvals in the North-west region outside the development areas amounted to over 6 million sq. ft.'

Questions were also put on industrial development certificates granted for the Portsmouth area; for the South-western region, for Yorkshire coalfield regions; for the total square footage of new industrial building approved and advance factories completed in each economic region in 1967 and for the location of advance factories built in the South-western region.

Door-to-door selling

Mrs. Dunwoody, asked if legislation would be introduced to require door-to-door salesmen of magazines to register with a central register to prevent fraudulent dealings with the public, replied 'No.' The publicity given to this type of selling had forewarned many people of the possible dangers, and she did not think that legislation to control this particular practice would be justified.

Answering a further question, that inertia selling campaigns should be controlled, Mrs. Dunwoody said that under the law as it stood the recipient of unsolicited goods was under no obligation either to pay for them or to return them. Further legal safeguards would not be practicable.

Law relating to guarantees

'The Law Commissions are considering the question of exclusion clauses', said Mrs. Dunwoody, when asked if the Board of Trade would seek to amend the law relating to guarantees, 'and we intend to await the interim report which they hope to submit later this year.'

Tourist trade

Mr. Mallalieu, asked what estimate he had made of the increase in the volume of the tourist trade to Great Britain necessary to offset the effects of devaluation; and what increase he was anticipating in 1968 over 1967, said that, having regard to their country of residence, it was estimated that an increase of about 14 per cent in visitors' expenditure, in sterling terms, would be needed to earn the same amount of foreign currency as before devaluation. He hoped that devaluation would give an additional impetus to the continued growth of tourist earnings and that the increase between 1967 and 1968 would be at least as great as this.

UNCTAD II

The President was asked if he would make unilaterally some of the concessions he was prepared to make at the United Nations Conference on Trade and Development in Delhi, especially as regards processed agricultural goods; if he would propose reopening the discussions, possibly through the Organization for Economic Co-operation and Development; and if he would make a statement. He answered that there would be intensive discussions in the OECD over the course of this year as a follow-up to the work of the Second United Nations Conference on Trade and Development. The product coverage of a generalized preference scheme would be fully considered.

'I propose to publish a White Paper as soon as possible,' added the President in reply to a further question on UNCTAD II.

Report of the Films Council

A Member was assured by Mrs. Dunwoody that in considering the Report of the Films Council, full consideration would be given to the views of the eight members of the Council who signed a minority report.

Imports of cotton textiles

Two questions concerned the extent of the increased import quotas of cotton textiles by the United States of America and the European Economic Community countries as agreed in Clause 24 of Command Paper 3347 dated July 1967, and following upon the increased quotas taken by the United States of America and the European Economic Community countries as agreed during the Kennedy Round negotiations. Mr. Mallalieu answered that information published in the Federal Register suggested that the United States had agreed to increase their quotas – which were less comprehensive than ours – by at least 5 per cent in each of the next three years. The EEC countries had also agreed to increase their quotas by 1970 to at least 154 per cent of the 1962 figure. There had never been any question that our quotas would be reduced when other quotas were increased.

The President, asked to estimate the effect on the level of trade in the cotton textile industry of the proposals contained in the Budget, said: 'One cannot isolate the effect of the Budget from other influences. But I would expect the recovery of production in the cotton textile industry to continue in the post-Budget period.'

Investment grants

Asked to define the criteria for prototype investment grants, Mr. Edmund Dell said that to qualify for an investment grant a prototype must be built in order to undergo rigorous testing as part of a programme of scientific research. It must incorporate in its design an extension of knowledge in the field of natural or applied science. The mere production of an improved model of an existing machine or vehicle did not qualify. Answering a further question, Mr. Dell said 128 claims for investment grants had been received under the provisions of subsection (8) of section 1 of the Industrial Development Act 1966 concerning prototype equipment, and eight payments totalling about £103,000 had been made. The average period between receipt and payment of those claims where payment had been made had been four months.

A Member who asked at what rate investment grants were payable to crane hirers in development areas, and to manufacturers in development areas who purchased cranes, respectively, was told by Mr. Dell that the present rate of grant payable to a manufacturer who provides a new crane for use for at least three years in a development area was 45 per cent. The same rate was payable to a person who provided a crane for hiring out to a qualifying lessee for use in a development area for a minimum period of three years. Under the special short-term leasing provisions of the Act, the current rate of grant payable to a crane hirer for the construction industry was 25 per cent.

A Member who asked why the British Footwear Manufacturers Federation's request that investment grants should be made available on knives, lasts and dies as sets and not as individual items, was refused, was told by Mr. Dell that the reasons for this decision had been fully explained to the Federation. These items were loose tools which were used individually and as such were subject to the minimum value rule.

Asked why an investment grant had been refused to pea processors when the same grant was given to pea canners and was available on machinery used by seedsmen who prepared peas for seed, Mr. Dell said: 'I assume that the hon. Member is referring to the process known as pea-picking which, by contrast for example with the production of canned peas, is no more than an elaborate process for sorting and preparing peas for sale.'

FRIDAY, APRIL 26

UNCTAD II

Answering a question on the total cost of the United Kingdom delegation to the United Nations Conference on Trade and Development in Delhi; and how many Ministers attended for any period of the conference, the President said the accounts were not yet completed but the cost to public funds was expected to be a little over £30,000. The President attended the first week of the conference accompanied by the Parliamentary Under-Secretary of State for Commonwealth Affairs and the Parliamentary Secretary for Overseas Development.

MONDAY, APRIL 29

Resale price maintenance

Mr. Edmund Dell, asked how many prices had been reduced as a result of abolition of resale price maintenance under the Resale Prices Act; and to what goods these prices related, said: 'The effect of ending resale price maintenance is to enable individual traders to reduce prices on their own initiative and it would not be practicable to collect detailed information about the thousands of individual decisions involved. There is no reason to doubt that many reductions have been made.'

Imported raspberry pulp

Mr. Dell, replying to a Member who asked if he would institute an investigation into the case for applying anti-dumping legislation against imports of raspberry pulp from Yugoslavia, said if the British producers had *prima facie* evidence that imports of raspberry pulp were being dumped and were causing or threatening them with material injury, they could apply to the Board of Trade for action under the Customs Duties (Dumping and Subsidies) Act 1957 and the Board would consider their application urgently.

NIGERIAN TELECOMMUNICATIONS PROGRAMME

His Excellency Alhaji Aminu Kano, Nigeria's Commissioner for Communications, sees one of the processes in the manufacture of quartz crystals during a visit to the Transmission Division of GEC-AEI Telecommunications Ltd, Coventry. Watching is Mrs. Susan Eccles, a crystal wirer. GEC transmission equipment was supplied for the 472-mile microwave system forming the fist step of the Nigeria Telecommunications Development Programme, and the company has now been asked to undertake step three – a vast, 2,500-mile microwave and VHF network, worth about £8½ million.

New Books

Marketing Intelligence: the Management of Marketing Information. William T. Kelley. (248 pages. Staples Press. £2 15s.) The growing value of marketing as an essential adjunct to business organization has led in recent months to the publication of an increasing number of books on various aspects of the subject. The publication under review is specifically devoted to the expanding and important field of marketing intelligence. Its aim is to establish the rationale for a new and distinct management speciality, and to show how to organize and run a marketing information system in a large corporate unit. The book is based mainly on the American marketing environment, since the author's professional experience has been obtained there, both academically and in the field. However a year spent as Visiting Professor of Marketing at the University of Lancaster has enabled the author to collect some cases and examples of British practice, as exemplified by the English Electric Company case in Chapter 4 – Some Illustrative Organizational Patterns. The first chapter of the book develops and explains the field, and subsequent chapters cover such topics as the organization, management, and different types of marketing intelligence, including a discussion of the somewhat delicate area of covert competitive intelligence. The operational aspects of the subject are also covered in detail, several chapters outlining the methods of collecting, classifying, verifying, processing and interpreting information. A number of useful appendices are provided and one of particular interest to British readers is Appendix 2 – British Sources of Information for Marketing Studies, by M. K. Buckland, Assistant Librarian at the University of Lancaster. There is a selective and annotated bibliography of publications containing information of value to British students of marketing.

An Analysis of Regional Economic and Social Statistics, by Edwin Hammond. (212 pages. University of Durham, Rowntree Research Unit. £1 5s.) This work brings together regional information otherwise scattered through a large number of publications. Much of the material drawn on is already officially published in regional form; but this has been supplemented by tables built from local authority data; by original tabulations (including from non-official sources); and to a small extent by available but unpublished information from government departments. An earlier edition was issued in 1965. This has been completely revised, expanded and (except in a few minor respects) updated, as well as improved in presentation. The publishers hope that this symposium will be useful for all those interested in regional affairs, by promoting the accessibility and assimilation of a wide range of regional statistics. In addition it is hoped to bring to the reader's notice some aspects, which are usually overlooked or underestimated. One objective has been to affirm the importance of social and environmental divergences between the regions. Thus the selection is deliberately orientated towards social affairs at the expense of more technical matters such as steel output or electricity consumption. It is also biased towards matters in which governmental policies could be involved, and not to the elucidation of research topics such as regional multipliers, or input-output structures; nor is it meant to compete (in coverage or price) with regional market research studies. Where possible the new Standard Regions have been used but former Regions have had to be retained, and sometimes a combination of the two is employed. In particular the new South East and East Anglia Regions are treated as equivalent to the former Eastern, London, South Eastern and Southern Regions. A determined effort has been made to tabulate for Great Britain rather than England and Wales, but this has not always been possible. Finally the author accepts some limitations. Firstly, it is not very up to date. Material published up to 1967 has been used, though no attempt has been made to revise every tabulation up to then. Secondly, "raw statistics" have been excluded, except where these statistics might not otherwise be available. In addition there is a concentration on percentages and index numbers – especially indices which express the regional share of the item in question (say vehicles) as a percentage of the regional share of population. Thirdly, the information in this publication does not contain all available Regional statistics, though the most saliant features of regional statistics are brought to the attention of the reader.

The United Kingdom Textile Processing Industry as a market for Chemicals. (2 parts. Available from Business Intelligence Services Limited, 79-80 Blackfriars Road, London SE1. Price on application to publisher.) This report has been prepared by the Chemicals and Plastics Unit of the Market Research Division of Business Intelligence Services Limited. Its basic aim is to provide information on the market which was not known before rather than to produce a textbook or survey based on literature and current practice. The report is intended primarily for the managements of chemical suppliers to the textile processing industry; and throughout suggestions are made on ways in which chemical suppliers can improve the marketing of their materials and make the textile processing market of greater value to them in terms of turnover and profit. A detailed survey was therefore carried out beginning with an exhaustive literature search (covering all relevant British and foreign published information), and this literature search was followed by extensive fieldwork. Most of the information contained in the report was derived from very detailed personal interviews with over two hundred processors of textile materials. In addition to processors, interviews were also held with fibre, chemical and machinery manufacturers, trade associations, research associations, retail organizations and with recognized authorities on the economic and technological aspects of the textile industry. The report covers the principal chemicals used in the preparation and subsequent processing of knitted and woven fabrics manufactured from natural and regenerated cellulosic fibres and synthetic fibres. Also included are binders used in the manufacture of non-woven fabrics; adhesives used in textile laminates; and the major products used for the backsizing and back latexing of woven carpets and the primary and secondary backing of tufted carpets. The report does not cover yarn treatments or the markets for dyestuffs and pigments or their auxiliaries. Part I of the survey deals with the processes and chemicals used and discusses present and future service requirements as well as trends in consumption. Improvements in the marketing methods of chemicals suppliers to which various parts of the market would respond are also detailed. Part 2 is designed to answer a number of questions not related directly to particular processes or chemicals but related to the structure and prospects of the United Kingdom textile processing industry as a whole and includes an analysis of economic factors. The publishers intend to keep this report up to date by issuing a supplement two years after the publication of the original survey and this first supplement will be followed by further biennial reports.

Assessing Economic Performance: Some Features of British Economic Development 1950-1960 in the Light of Economic Theory and the Principles of Economic Planning, by Michael Lipton. (257 pages. Staples Press. £1 10s.) This book teaches applied economics in a different way by specifying the aims of economic policy and then by seeing how far performance of a particular economy has achieved each aim in turn. It deals with two closely linked questions: what importance is attached to value judgments passed by economists about a nation's performance? And in so far as agreement exists on economic aims how far has Britain achieved them. Some statistical indicators of recent British performance are available and these are presented and analysed. Comparisons are made with past achievements and the standards of Britain's rivals. The inconsistencies of British performance are examined, and explanations are given for both the fluctuations and trends that underlie then. Quarterly estimates of growth, employment, prices and balance of payments have been available since 1955, and these are correlated to see to what extent the four aims conflict.

Oil the Biggest Business, by Christopher Tugendhat. (318 pages. Eyre and Spottiswoode. £2 5s.) 'The aim of this book is to explain how the industry works. It will show who does what, to whom, and when; it will describe how the companies conduct their operations, how they compete and how they don't. It will deal with the way in which their relations with governments in the producer and consumer countries are developing. It will also show how the range of uses for oil and natural gas is still expanding, so that in the future they will play an even more important role in the world's economy than at present.' – Author's introduction.

Selective Employment Tax in the Distributive Trades. Economic Development Committee for the Distributive Trades. April 1967. (4 pages. Available free from the National Economic Development Office, Millbank Tower, 21/41 Millbank, London, SW1.) In August 1966 representatives of the EDC and the Chief Secretary to the Treasury, agreed that the EDC should keep a watch on the effect of the selective employment tax on the distributive trades. The working party began work in October 1966. It held discussions and obtained documentary information from traders through the co-operation of trade associations in the distributive trades. It reported to the EDC in January 1967 and this publication contains the conclusions and recommendations which the EDC has now accepted, and has put to the Chancellor of the Exchequer and the First Secretary of State. There is also an appendix which describes the results of the analysis of the information derived from the working party's letter of inquiry to trade associations.

National Ports Council: Annual Report and Statement of Accounts for the year ended 31st December 1967. (34 pages. Available from HMSO and other Government bookshops. 4s. 3d., by post 4s. 8d.) Over £50 million was spent last year on modernizing Britain's ports, as compared with £26 million in 1965 and £35 million in 1966. This information is contained in the National Ports Council Annual Report and Statement of Accounts 1967, which also gives full details of progress on major port development schemes which the Council authorized during the last three years, research commissioned by the Council, training schemes organized by the Council, and finally, port labour. The Report urges the need to press forward without delay with developing the Council's concept of Maritime Industrial Development Areas.

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Cargo System

Government surplus sales by auction

MINISTRY OF DEFENCE

1968	Stores	Location of Sale	Auctioneers
May 7 .	**Industrial equipment, clothing, textiles and miscellaneous stores.**	**Northern Command Ordnance Sub Depot, Barlow, Nr. Selby Yorks.**	**Bartle & Son (Dept. L), 52 Merrion Street, Leeds, 2. (Tel. 053-2 20898.)**

Fork lift truck; compressors; generators; charging sets; pumping sets; lathes; grinding and drilling machines; presses; MT assemblies; spares and equipment; welding plant; industrial trucks; gravity roller conveyors; transporting and lifting equipment; electric cable; large quantities of 6 and 12v lead acid batteries; electrical, wireless and signal equipment; test instruments including Avo, Avo Minor and Multi Minor meters; MT engine analysers; pneumatic tools; tool kits; hand tools; tyres; fire fighting equipment; degreasing plant; paint; wood packing cases; safes; telescopes; binoculars; compasses; recorders; theodolite levels; drawing and surveying equipment; micrometers; screw cutting and reamer sets; ironmongery; household equipment; watches; textiles including tents; blankest; carpets; rugs; curtains; groundsheets; webbing; kitbags; packs; haversacks; rope; rags; camping equipment; sheets; clothing including greatcoats; battle dress; raincoats; shirts; jerseys; jerkins; cap comforters; boots; shoes; household and office furniture including chairs; tables; wardrobes; lockers; beds, etc., and a large quantity of miscellaneous stores.

May 7-10 .	**Industrial and private vehicles, earth moving equipment, plant spares**	**Ordnance Storage and Disposal Depot, Ruddington, Notts.**	**Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham, NG1, 2GL. (Tel. 54272.)**

Saloons; limousines and estate cars including Princess and Rolls Royce limousines; Morris 'Minor' and 'Mini Minors'; Ford 'Populars' and Zephyrs; Hillman 'Huskys'; Humber 'New Hawks'; Land Rovers; Austin 'Champs'; AEC 'Matadors'; Leyland 'Hippos'; Scammell tractors and breakdown vehicles; Thornycroft tractors fitted fifth wheel; hydraulic tippers; Thornycroft foam fire tenders; mobile tankers 200-2,500 gallons; trailers 10-cwts. to 18 tons; Caterpillar 'D4' and Fowler 'Challenger' tractors and angledozers; excavators by Blaw Knox, Ruston Bucyrus; mobile cranes by Coles, Jones, Morris, Neals, Ransomes & Rapier; Taylor 'D8' tractor; Miller/Le Tourneau 11-ton towed cranes; road rollers; fork lift trucks; fitted machinery trucks; dumpers; Snogo snowplough; a large quantity of plant spares for Allen Parsons, Blaw Knox, Bray, Caterpillar, Coles, Ferguson, Fowler, Jones, Michigan Ruston Bucyrus, Vickers, etc.; 'D4' and 'D8' engines tracks; hydraulic rams; conversion sets; cylinder liners; gear boxes; winches, etc., also Austin 'Champ' engines and gear boxes; many types of load carrying and dual purpose vehicles.

May 16 .	**Miscellaneous stores . . . . .**	**County Hall, Botchergate, Carlisle . .**	**Harrison & Hetherington Ltd. (Dept. L), Botchergate, Carlisle. (Tel. 26292.)**

Electrical, radar and radio equipment and spares; power units; rotary transformers; oscillators; multimeters; oscilloscopes; voltmeters; control units; rectifiers; aircraft and radio test sets; radar receiving units; radio receivers; various electrical connectors; 6 and 12v lead acid batteries; aircraft aerials; various signalling units; electrical hand drills; machine tools including hand and bench drills; bench grinding machines; motorized flexible drives; valve refacing and grinding machines; electrical motors; hydraulic tube bending machine; 3½ in. centre lathe; various ropes, slings and sheave blocks; fire extinguishers; Everett-Edgcumbe operation graphers, 40 channel; large quantities of wood packing cases, plywood boxes, cardboard packing pieces, cylinders, discs, squares and cartons; polythene sheets; corrugated wrapping; rubber and bakelite packing pieces; corrugated fibreglass packing pieces; bandoliers and a large assortment of general stores.

May 21-22 .	**Miscellaneous stores and equipment . .**	**Youth Club Building (adjacent to Indoor Bowling Green), Riverside, Chatham, Kent. .**	**Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. Royal 4861.)**

Soil Stabilization Train Mk.2 towed by Platypus R6 diesel driven crawler tractor; earth rammers; generating sets; compressors; quasi arc welding electrodes; tubular scaffolding and scaffolding clips; gravity roller conveyor; MT spares; drilling, slotting, milling, grinding, facing and keyseater machines; lathes; woodworking machinery; radar spares and electrical equipment; laboratory equipment; auto weighing and packing machines; fire extinguishers; large quantities of ankle boots; white and coloured blankets; greatcoats; shirts; trousers; blouses; vests; men's drawers; web equipment; rags; sea kit bags; carpets and carpet pieces; rubber outer covers; prismatic binoculars; wristlet watches; 10-ton cold store; large quantities of furniture, small tools and numerous other items of general stores.

Catalogues of the above sales may be obtained from the relevant auctioneers about 14 days prior to and up to the date of sale, price 1s. 0d. (postal order only).

ARMY BOOTS

A large quantity of ARMY BOOTS (unworn) are to be sold at Ministry of Defence auction sales to be held at BARLOW on May 7 and 8, and at CHATHAM on May, 21st and 22 1968. They will be sold in sizes, most Lots not exceeding 200 pairs. Catalogues, price 1s. 0d. (postal order only) are available from the auctioneers: BARLOW: Bartle & Son, 52 Merrion Street, Leeds 2, Yorks. CHATHAM: Fuller, Horsey, Sons & Cassell, 10 Lloyds Avenue, London, E.C.3.

FORD 'THAMES' (Series ET6) PERSONNEL VANS 5 TONS

Approximately 55 'THAMES' PERSONNEL VANS are to be sold (16 as single lots) at the Ministry of Defence auction sale at RUDDINGTON on Friday, May, 10 1968. The van body is of the Luton type with roller shutter rear door and a second door on the off-side. Two bench seats, with lockers underneath, are fitted inside. The vehicles have twin rear wheels and Servo brakes. They are easily convertible to several uses. The majority of these vans are complete with batteries and spare wheels. Some have low speedometer readings; in the region of 6,000 miles, and are in first class condition. Catalogues, price 1s. 0d. (postal order only) are available from the auctioneers, Walker, Walton & Hanson, Byard Lane, Bridlesmith Gate, Nottingham, NG1 2GL.

MINISTRY OF PUBLIC BUILDING AND WORKS

1968	Description of Goods	Location	Auctioneers
May 7 .	Office and miscellaneous furniture, engineering and electrical equipment, domestic, canteen and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: price 6d. direct from auctioneer. View days: Day preceding and morning of sale.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1966 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1966	1958	1958	1958	1958	1958				
Value in base year, £m.	20,130	—	16,041	15,386	15,386	11,372	3,492	922	688	586	1,219	Series shown in £ million			
1962	114	115	127	123	114	..	129	119	134	143	124	+ 87	+ 22	+35	+14
1963	118	119	135	131	119	..	131	104	143	146	130	+221	+113	+44	+55
1964	125	128	145	140	124	..	154	118	171	185	147	+590	+354	+88	+47
1965	129	132	155	148	126	..	160	130	170	189	152	+365	+217	+42	+43
1966	131	133	163	157	129	100	162	134	163	183	163	+199	+129	+ 2	+ 6
1967	132 (1)	133	169	164	131	101	171	127	168	200	185	+ 96(1)	— 39	—37	+10
1966															
3rd quarter	131	134	162	157	127	100	164	135	166	182	169	+ 88	+ 80	+25	—15
4th quarter	133	132	163	158	127	99	163	133	160	186	168	— 4	+ 11	— 9	—24
1967															
1st quarter	132	132	165	160	129	100	165	127	165	189	174	+ 37	— 8	—10	+14
2nd quarter	132	133	167	161	129	100	174	133	176	196	185	+ 46	+ 12	—12	+14
3rd quarter	133	133	170	165	132	102	172	126	166	204	189	— 22	— 18	—16	—20
4th quarter	132 (1)	135	172	168	134	104	172	123	164	207	194	+ 35(1)	— 24	+ 1	+ 2
1967															
September		132				102									
October		133				102									
November		134				104									
December		137				105									
1968															
January		136*				104									
February		137*				105									
		-													

	ORDERS		PRICES AND COSTS				LABOUR						BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series) from Jan. 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown
Value in base year, £m.			—		—	—	—				3,834	3,250	£ million
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,193	121	120	+127
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,240	130	130	+116
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,567	148	136	—402
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,784	150	145	—110
1966	153	104	136·9	+3·9	114·5	133·0	168·4	325	255	24,821	158	155	— 31
1967	143	114*	140·3	+2·5	112·4	134·3	175·3	515	174		168	155	—514
1966													
3rd quarter	159	109	137·5	+3·7	114·6	133·8	169·8	322	253	24,892	161	157	— 52
4th quarter	153	104	138·6	+3·8	113·0	133·5	169·8	417	206	24,641	147	164	+141
1967													
1st quarter	148	104	139·3	+3·6	112·0	133·6	171·4	458	188	24,392	164	166	+ 22
2nd quarter	148	107	140·5	+2·6	109·8	133·6	172·8	508	168	24,419	167	160	—121
3rd quarter	147	100	139·8	+1·7	110·9	134·7	177·3	555	158	24,472	162	157	— 45
4th quarter	143	114*	141·5	+2·1	116·7	135·9	179·5	538	182		178	138	—370
1968													
1st quarter			143·5	+3·0	124·7*	138·6*	184·7	511	186		203	183	
1967													
September	147	100	139·6	+1·5	112·0	134·9	178·1	563	165		166	150	
October	145	103*	140·6	+2·0	111·9	135·4	178·7	541	176		163	125	
November	145	112*	141·5	+1·9	116·1	135·9	179·7	536	181		180	125	
December	143	114*	142·4	+2·4	121·9	136·5	180·3	538	190		190	164	
1968													
January	143*	115*	142·9	+2·7	123·3	137·9	184·1	520	186		194	185	
February	142*	116*	143·6	+3·0	125·2*	138·8*	184·7	503	185		208	183	
March			144·1	+3·4	125·7*	139·2*	185·3	509	187		207	181	
April								535	183				

*Provisional. †Not seasonally adjusted. (1) Including an allowance for the difference in timing between the estimates of stock building and the recording of exports.

Trends in company finance

BETWEEN JANUARY 1 and March 31, 1968, the Statistics Division of the Board of Trade analysed the accounts of 300 quoted companies for their accounting years ending on April 6, 1967, or later. About two-fifths of the companies had accounting dates ending in September 1967 and a further two-fifths had accounting dates ending between October 1967 and January 1968. The remainder were spread over the period April to August 1967.

These companies comprise just over one-seventh of all quoted companies engaged principally in manufacturing and distribution in the United Kingdom whose accounts are analysed by the Board of Trade and account for slighly more than one-sixth of total income and assets.

Table A compares the industrial distribution of the assets of those companies included in this analysis with the industrial pattern of all quoted companies whose accounts are analysed by the Board of Trade. Many brewery companies have autumn accounting dates and as a result, the drink industry is over-represented compared with the weight it would carry in an annual analysis; the food, tobacco, vehicles, electrical engineering and clothing industries are also over-represented. On the other hand the chemical industry non-electrical engineering industry and the distributive trades are under-represented.

Table A. Industrial distribution of company assets, 1966

£ million
(percentage of total in brackets)

Industry	Net assets in 1966 of companies included in present analysis (300 companies)	Net assets in 1966 of all companies included in annual analysis (2,109 companies)
Drink	710 (21)	1,648 (8)
Electrical engineering	349 (10)	1,548 (8)
Food	317 (9)	971 (5)
Tobacco	279 (8)	442 (2)
Vehicles	267 (8)	987 (5)
Non-electrical engineering	202 (6)	1,354 (7)
Textiles	197 (6)	1,223 (6)
Retail distribution	181 (5)	1,459 (7)
Miscellaneous services	160 (5)	790 (4)
Chemical and allied	140 (4)	2,662 (13)
Clothing	99 (3)	373 (2)
Wholesale distribution	96 (3)	725 (4)
Other industries	396 (12)	5,690 (29)
Total	3,393 (100)	19,872 (100)

Investment grants

Of the 300 companies whose accounts were analysed between January 1 and March 31, 1967, 168 explicitly incorporated investment grants in their accounts. Of these, 101 deducted the value of the grants from their expenditure on the relevant tangible fixed asset. If the value of these grants had not been deducted, the value of tangible fixed assets would have been some £25 million higher than shown in Table 1. However, in the Sources and Uses of Funds statements at Tables 2 and 3 accompanying this article the full value of these grants has been added back and the £25 million is included under 'Other capital receipts' and 'Expenditure on tangible fixed assets' respectively. The remaining 67 companies showed tangible fixed assets at cost before deducting the value of investment grants, which were included in reserves or transferred to the profit and loss account. Additions to reserves on account of investment grants totalled almost £12 million and transfers to the profit and loss account just over £1 million,

Profits and turnover

Ninety of the companies reporting during the quarter provided figures of turnover in their accounts and their trading profits amounted to almost 63 per cent of the total for all companies included in the present analysis. Excluding six companies which did not provide comparable figures for 1966 the turnover of the remaining 84 companies rose by 9.8 per cent (from £4,061 million to £4,461 million). The trading profits of these companies also showed a similar increase, moving ahead from £354 million in 1966 to £389 million in 1967 – a rise of 10.0 per cent. At 8.7 per cent the margin of profits to turnover implied by these figures remains at the 1966 level. Sixty-three of the companies which provided turnover figures for both 1967 and 1966 were in the manufacturing industries and for these companies turnover also showed a similarly significant rise of 10.1 per cent (from £3,670 million in 1966 to £4,043 million in 1967) while during the same period trading profits increased by 10.8 per cent (from £334 million in 1966 to £370 million in 1967). Here again, the implied margin of profits to turnover in 1967, at 9.1 per cent, was at the same level as in 1966.

However, the 21 companies in the construction, distributive and service trades from whom turnover figures were received not only recorded a less significant increase in turnover of 6.9 per cent (from £391 million in 1966 to £418 million in 1967), but during the same period showed a marked fall in trading profits of about 3.0 per cent (from £19.9 million in 1966 to £19.3 million in 1967), implying a fall in the margin of profits to turnover from 5.1 per cent in 1966 to 4.6 per cent in 1967.

Company income

Gross trading profits of those public quoted companies reporting in the first quarter of 1968 increased by 4 per cent over the previous year from £555 million in 1966 to £575 million in 1967. This increase compares with a substantial fall of 9 per cent over the previous year for those companies whose accounts for 1967 were analysed during the fourth quarter of 1967, and is the largest recorded annual increase in trading profits since the analysis of the 1965 accounts of quoted companies reporting in the third quarter of 1966. In manufacturing, trading profits of companies included in the present analysis also rose by 4 per cent from £457 million in 1966 to £477 million in 1967, a considerable improvement compared with the results for those manufacturing companies reporting in the fourth quarter of 1967, whose trading profits in 1967 were 14 per cent below the 1966 level.

In the present analysis, of the 22 broad industry groups for which separate figures are prepared, nine recorded increased trading profits compared with the previous year, ranging from 3 per cent to 13 per cent. Of these perhaps the most significant were food (up by 10 per cent), vehicles (up by 9 per cent), electrical engineering (up by 7 per cent), and drink and tobacco (both up by 5 per cent). Six industries showed a fall in profits compared with a year earlier, and seven industries recorded profits at the same level as in 1966.

Gross trading profits for all companies as estimated quarter by quarter by the Central Statistical Office for the most closely corresponding 12 months period (that ending in September 1967) were just under 2 per cent below the level for the previous 12 months.

Appropriation of income and capital receipts

£ million

	1966	1967
Gross income	581	603
Depreciation provisions and amounts written off	159	172
Tax appropriations	209	156
of which:		
Income tax on dividend distributions	(63)	(—)
Other taxation	(146)	(156)
Interest on long-term loans	32	38
Dividend distributions	102	175
of which:		
Net dividends	(102)	(103)
Income tax on dividend distributions	(—)	(72)
Retained profits	78	61
of which:		
Income tax retained on dividend distributions	(8)	(—)
Other retentions	(70)	(61)
Other capital receipts	5	42
of which:		
Investment grants	(—)	(38)
Other capital receipts	(5)	(4)

Table 1. Quoted companies – balance sheet summary
Accounts received between January 1 and March 31, 1968

£ thousand

	Manufacturing industries		Manufacturing and distribution, etc.	
Balance sheet at end of year	1966	1967	1966	1967
Number of companies (a)	236	224	315	300
Fixed assets:				
Tangible fixed assets, net	1,733,085	1,927,450	2,122,580	2,337,517
Goodwill	92,227	53,392	110,879	75,280
Trade investments	144,052	340,233	156,299	349,609
Investment in unconsolidated subsidiaries	2,360	12,128	3,681	13,197
Total fixed assets, net	1,971,724	2,333,203	2,393,439	2,775,603
Current assets:				
Stocks and work in progress	1,075,334	1,078,516	1,209,470	1,208,795
Trade and other debtors, etc.	820,610	905,236	932,144	1,026,617
Investments (other than trade investments)	24,884	18,285	32,173	26,787
of which:				
British government securities	1,590	1,949	1,808	2,108
Loans to local authorities	1,866	2,534	2,326	3,364
Other and unclassified quoted securities	18,589	10,528	24,820	17,284
Unquoted	2,839	3,274	3,219	4,031
Tax reserve certificates	7,101	12,522	7,922	13,079
Treasury bills	1,059	682	1,059	682
Cash	94,853	96,305	139,133	137,549
Total current assets	2,023,841	2,111,546	2,321,901	2,413,509
Less Current liabilities:				
Bank overdrafts and loans	268,346	275,133	310,050	320,515
Trade and other creditors, etc.	623,972	664,833	742,346	789,752
Dividends and interest due – gross	89,782	97,728	112,431	121,011
Current taxation	124,117	119,984	157,138	150,667
Total current liabilities	1,106,217	1,157,678	1,321,965	1,381,945
Net current assets	917,624	953,868	999,936	1,031,564
Total net assets	2,889,348	3,287,071	3,393,375	3,807,167
Represented by:				
Future tax reserves	100,426	107,775	126,224	132,950
Long-term loans	516,036	637,148	584,194	715,337
Minority interests in subsidiaries	58,993	64,367	69,550	76,643
Shareholders' interest	2,213,893	2,477,781	2,613,407	2,882,237
of which:				
Ordinary shares	929,933	930,511	1,118,326	1,122,059
Preference, etc., shares	143,205	141,075	167,760	161,292
Capital and revenue reserves	1,102,230	1,362,893	1,282,521	1,547,051
Tax equalization reserve	38,525	43,302	44,800	51,835
Accumulated depreciation on fixed assets	900,888	974,572	1,020,883	1,107,990
Contracts for capital expenditure not provided for	116,847	87,488	137,832	114,255

(a) The 1966 figures include companies which were independent in that year but which were acquired in 1967 by another company in the population.

This series shows that profits of all companies were beginning to rise towards the end of 1967, after a long period of nearly three years in which they had changed relatively little.

Gross income (trading profits plus investment and other income) of the 300 quoted companies reporting between January 1 and March 31, 1968, rose by 4 per cent from £581 million in 1966 to £603 million in 1967; this is in line with the increase in trading profits and here too it was the largest recorded increase since the analysis of the 1965 accounts for those quoted companies reporting in the third quarter of 1966. The accounts of the companies included in this analysis only marginally reflect the transitional arrangements for the treatment of income tax on dividends which came into effect following the Finance Act, 1965. In 1967 the gross cost of a dividend was, with only few exceptions, borne by the company, shareholders receiving the net amount and the tax payable thereon remitted direct to the Inland Revenue. Since, except for isolated cases (accounting for dividend distributions, net, of less than £1 million), dividend payments were shown gross of tax in the accounts, they are also shown gross in Table 2 accompanying this article. However, dividend distributions for the same companies in the previous year (shown partly gross and partly net of income tax in their accounts for 1966, depending on whether payment was made before or after April 6, 1966) were calculated net of income tax in the 1966 analysis and the tax due thereon included under taxation. Thus, of the £102 million dividends (net) in 1966, £90 million was paid after April 6, 1966 and the income tax payable thereon (£63 million) added to taxation. The balance of £12 million was distributed before that date and since no income tax was payable thereon, retained profits were inflated by some £8 million.

Table 2. Quoted companies – sources of company funds
Accounts received between January 1 and March 31, 1968

£ thousand

	Manufacturing industries		Manufacturing and distribution, etc.	
	1966	1967	1966	1967
Number of companies	236	224	315	300
Sources of funds:				
Proceeds from issue of loan and share capital:				
For cash	44,970	92,612	62,313	94,757
of which:				
Ordinary shares	2,412	8,377	4,410	8,641
Preference, etc., shares	—42	—728	2,347	—5,721
Long-term loans	42,600	84,963	55,556	91,837
In exchange for subsidiaries	42,405	104,605	48,375	111,540
of which:				
Ordinary shares	35,984	65,332	40,795	68,281
Preference, etc., shares	—	4,894	—	5,769
Long-term loans	6,421	34,379	7,580	37,490
Total receipts from issues	87,375	197,217	110,688	206,297
Increase in short-term credit:				
Increase in amount owing to banks	71,687	2,826	77,055	6,570
Increase in trade and other creditors, etc.	39,596	51,883	51,364	57,970
Total increase in short-term credit	111,283	54,709	128,419	64,540
Internal sources: income from trading and other activities:				
Gross trading profit	457,400	476,987	554,919	575,016
Income from trade investments	17,372	19,011	18,019	19,692
Income from other investments	3,336	4,448	6,613	5,744
Prior year adjustments other than tax	310	—84	471	453
Other capital receipts	5,149	38,471	5,455	42,100
Other income	537	1,935	566	2,033
Total income from trading and other activities	486,104	540,808	586,043	645,038
Total sources of funds	684,762	792,734	825,150	915,875
Appropriation of trading and other income:				
Depreciation provisions	137,267	148,284	158,361	171,599
Amounts written off	723	781	798	1,094
Taxation (excluding income tax on dividend distributions in 1967)	168,488	127,437	208,909	155,979
of which:				
Current UK taxation	149,461	99,916	189,304	127,609
Increase in future tax reserves	3,239	12,635	4,506	14,238
Overseas taxation	17,971	18,409	18,624	19,211
Less Prior year tax adjustments	2,183	3,523	3,525	5,079
Interest on long-term loans	28,127	33,223	31,974	38,204
Dividends – gross (net in 1966)-				
Ordinary	76,903	133,755	96,503	165,679
Preference, etc.	5,041	8,257	5,913	9,687
Retained profits and other capital receipts	69,555	89,071	83,585	102,796
Total appropriations of trading and other income	486,104	540,808	586,043	645,038

To illustrate more clearly the change in the appropriation of income between 1966 and 1967 for those companies included in this analysis, the figures included in Table 2 are set out below in greater detail and show to what extent allowance must be made for tax and other changes. Capital receipts which now, for the most part, represent investment grants are also shown.

Dividend distributions (gross) were a little over 1 per cent above the level of the previous year (£175 million in 1967 compared with an estimate on a comparable basis of £173 million in 1966); in 1967 this amounted to 29.0 per cent of gross income whereas in 1966 the figure was 29.8 per cent. Depreciation provisions continued to increase and for those companies included in the present analysis rose by almost 9 per cent from £158 million in 1966 to £172 million in 1967; they also represented a slightly higher proportion of gross income (28.5 per cent in 1967 compared with 27.2 per cent in 1966).

Interest on long-term loans at £38 million was 19 per cent above the 1966 figure of £32 million. Although this was a significant rise it was well below the level of increase recorded in each quarter since the analysis of the accounts for 1966 of those companies reporting in the first quarter of 1967.

As in the previous quarter, tax appropriations in 1967 were only slightly higher than for the same companies a year earlier (on a comparable basis) and amounted to 25.9 per cent of gross income

(Continued on next page)

TRENDS IN COMPANY FINANCE, *continued*

in 1967 compared with 25.1 per cent in 1966. Retained profits were again lower both in absolute terms and proportionately than for the same group of companies a year earlier, nevertheless, the fall between 1966 and 1967 was much less marked than for those quoted companies reporting in the fourth quarter of 1967.

Company expenditure

Expenditure of the 300 companies whose accounts for 1967 were analysed between January 1 and March 31, 1968 was 11 per cent higher than in 1966 (£521 million in 1967 compared with £471 million in 1966). This reverses the downward trend which was reflected in the results for those companies whose accounts for 1967 were received up to December 31, 1967, and also reverses the downward trend which was revealed in the figures for 1966 as a whole. The increase was mainly the result of a very sharp rise in the level of expenditure on acquisition of subsidiaries, but was offset to a considerable degree by the continuing fall in the level of stockbuilding.

Companies whose accounts for 1967 were analysed during the first quarter of 1968 spent £165 million on acquiring subsidiaries compared with £75 million a year earlier. Of the £165 million, 67.3 per cent (£111 million) was covered by the issue of shares and long-term loans compared with 64.0 per cent (£48 million) in 1966; and 32.7 per cent (£54 million) in 1967 compared with 36.0 per cent (£27 million) in 1966 by cash. More than three-quarter of this expenditure was accounted for by six large acquisitions – of Elliott-Automation and Combined Electrical Manufacturers by English Electric (for £42 million and £9 million respectively), of Bents Brewery by Bass, Mitchells & Butlers (for £25 million), of Rover Co. by The Leyland Motor Corporation (for £23 million), of H. P. Sauce by Imperial Tobacco Co. (for £21 million); and of Murex by British Oxygen (for £8 million).

The level of stockbuilding continued to show a marked downward trend and was, at a mere £9 million, £59 million below the figure for the same companies in 1966 – a fall of 87 per cent. Of the 22 broad industry groups for which separate figures are calculated only four reported increased expenditure on stockbuilding and of these only the tobacco industry showed any significant change with expenditure in 1967 of £2.6 million compared with a run-down of £6.4 million in 1966.

Expenditure on trade investments was appreciably higher at £25 million compared with £14 million in 1966.

Although expenditure on tangible fixed assets shows apparent increase of some 3 per cent (from £267 million in 1966 to £276 million in 1967) this is almost entirely the result of the inclusion in the 1967 figures of the value of investment grants shown in the accounts received in the first quarter of 1967 as a deduction from expenditure on the relevant fixed asset. Had the value of such grants been included in the 1966 figure, expenditure on tangible fixed assets in 1967 would have been some 2 per cent lower than in 1966.

There was a small rise of £2 million in expenditure on intangible assets (goodwill, etc.).

The sharp reduction of 29 per cent in trade and other credit granted from £52 million in 1966 to £37 million in 1967 was a reversal of the quarterly pattern that has emerged since the analysis of the accounts for 1965 for those companies reporting in the third quarter of 1966. There was also a comparable fall in other expenditure on capital account from £11 million in 1966 to £7 million in 1967.

Although liquid resources showed only a marginal increase of less than £1 million in 1967, this was a marked improvement over 1966, which showed a run-down of £16 million.

The financing of expenditure

Overall expenditure in 1967 by companies reporting between January 1 and March 31, 1967, increased by £50 million (11 per cent) over the same period a year earlier but internally generated funds (retained profits and depreciation provisions) were marginally lower at £233 million in 1967 compared with £236 million in 1966 (which however included £8 million of income tax retained on dividends paid before April 6, 1966), and the increase in bank overdrafts and loans was substantially below the level of the previous year (£7 million in 1967 as against £77 million in 1966). As a result companies once again looked to other sources for additional outside finance. In addition to the shares and long-term loans issued as consideration for the acquisition of subsidiaries, a further £95 million was raised by companies from the issue of shares and loans, an increase of more than 52 per cent over the preceding year. By far the greater part of this additional capital was raised by the issue of long-term loans, which at £92 million were 65 per cent above the 1966 level; issues of ordinary shares amounting to £9 million were almost double the value of those issued a year earlier. The sources and uses of company funds are shown in greater detail in Tables 2 and 3 accompanying this article.

Contracts for capital expenditure not provided for in the accounts amounted to about £114 million, some 17 per cent lower than the corresponding figure a year earlier (£138 million); the downward trend which began with the accounts for 1966 analysed in the second quarter of 1967 was thus continued. Of the 22 broad industry groups for which separate figures are calculated only four showed increases, of between £0.1 million and £5.3 million, the remainder, with the exception of two industries which recorded no change between 1966 and 1967, showed falls ranging from £0.1 million to £19.0 million; the latter was recorded by the vehicle industry and represented a fall of almost 65 per cent over the preceding year.

Table 3. Quoted companies – uses of company funds
Accounts received between January 1 and March 31, 1968

£ thousand

	Manufacturing industries		Manufacturing and distribution, etc,.	
	1966	1967	1966	1967
Number of companies	236	224	315	300
Uses of funds:				
Payments out of income:				
Taxation payments	134,540	118,477	165,067	147,820
Dividend distributions – gross (net in 1966)	94,854	135,181	116,975	167,931
Interest on long-term loans	28,706	33,047	32,546	38,028
Total payments out of income	258,100	286,705	314,588	353,779
Expenditure on fixed assets, etc.:				
Tangible fixed assets	221,904	231,831	266,892	276,448
Adjustments due to consolidation	—8,101	—10,211	—11,883	—17,468
Intangible assets	73	1,380	402	1,953
Trade investments	13,761	26,831	13,594	25,190
Acquisition of subsidiaries	63,838	151,765	75,373	165,343
of which:				
By issue of shares and loans	42,405	104,605	48,375	111,540
By cash	21,433	47,160	26,998	53,803
Other expenditure on capital account	8,545	4,066	10,733	6,542
Total expenditure on fixed assets, etc.	300,020	405,662	355,111	458,008
Increase in current assets, etc.:				
Increase in stocks	54,932	12,722	67,587	8,665
Increase in trade and other debtors, etc.	92,421	85,280	103,566	95,116
Increase in liquid resources	—20,711	2,365	—15,702	307
of which:				
Tax reserve certificates	—2,358	5,519	—3,173	5,255
Other investments	—4,544	—6,787	—5,245	—5,613
Cash, etc.	—13,809	3,633	—7,284	665
Total increase in current assets	126,642	100,367	155,451	104,088
Total uses of funds	684,762	792,734	825,150	915,875

Notes: Tables 1-3 present an analysis of accounts for the 'year' 1967 (with comparable figures for 1966) based on accounts received by the Board of Trade between January 1 and March 31, 1968.

The figures are not quarterly in the sense of representing experience during the quarter; a company's accounts relate to a year's experience and the average period reflected in an aggregation of company accounts will depend on the spread of accounting dates represented by the accounts. In general, accounts received in a later quarter represent annual experience centred on a later date than those received in an earlier quarter; but since there is a seasonal pattern in industrial accounting dates, comparisons between figures published in successive quarters will reflect these seasonal factors as well as the underlying trend. There is also great variability in experience between companies and this can influence the comparisons between figures for different quarters.

The companies included are those with assets of £0.5 million or more, or income of £50,000 or more, whose shares were quoted on a United Kingdom stock exchange at the end of 1964 and which are mainly engaged in the United Kingdom in manufacturing distribution, construction, transport and certain other services. Companies whose main interests are in agriculture, shipping, insurance, banking, finance and property, and those operating wholly or mainly overseas, are not included. Wherever possible the accounts

used in the analysis are the consolidated accounts of groups of companies, including the balance sheet and the profit and loss accounts of subsidiary companies within each group.

The statistics are not therefore confined to activities in the United Kingdom since over one quarter of the companies are known to have subsidiaries operating overseas whose accounts are consolidated with those of the group. The 1966 figures include companies which were independent in that year but which were acquired in 1967 by another company in the population.

Because of rounding, the total of a row or column may not be exactly equal to the sum of its components.

Detailed figures corresponding to those in the tables accompanying this article for each of 22 industry groups will be published in the next issue of the Ministry of Labour's 'Statistics on Income, Prices, Employment and Production'.

Changes in presentation

The tables in the present article reflect the revised system of analysis applied to accounts for 1964 and later years. The main alterations to the headings shown in this and previous articles are described in the *Board of Trade Journal* of November 4, 1966, page 1140.

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103,000 foreign visitors in February

OVER 103,000 foreign visitors came to Britain in February – 13,000 more than in the same month last year, reports the British Travel Association, Britain's official tourist organization.

A BTA spokesman said that the February arrivals brought the total number of foreign visitors to Britain in the first two months of this year to 207,000 – a rise of 27,000 (15 per cent) on the same period of record-breaking 1967.

Visitors from European countries in February numbered 67,000. This was an increase of 7,000 on the month and brought total European arrivals in the first two months to nearly 132,000 – a rise of 14,000 (12 per cent) on the period.

United States visitors in February totalled more than 25,000, which was an increase of 4,000 on the month. They brought the total number of United States arrivals in the first two months of the year to 52,000 – a rise of 8,000 (18 per cent) on the period.

The BTA spokesman said that final details of the number of tourist arrivals from British Commonwealth countries in the first two months of this year were not yet available. It was estimated that these were also considerably higher than in the same period of 1967.

Financial statistics for April

THE APRIL EDITION of *Financial Statistics*, published on April 24, includes, for this issue, three supplementary tables. The first, Table A, page 105, provides details of transactions in government marketable debt by each of the main sectors of the economy, annually from 1952 to 1967. It corresponds to the quarterly analysis by sector which is published regularly (Table 10). The second table, Table B, page 106-8, gives quarterly figures of the turnover in different types of securities by the various financial institutions (excluding banks). A third supplementary table, Table C, page 109, gives figures of the liquid assets of industrial and commercial companies and of the personal sector.

The regular tables in *Financial Statistics* contain for the first time details of local authority borrowing in the fourth quarter of 1967 in Table 25-27. On a seasonally adjusted basis, total local authority net borrowing in the quarter was at the lowest level since mid-1966, mainly because of lower longer-term net borrowing.

BBC interviewer-producer Lance Spicer talking to one of the women laboratory technicians employed in the new £250,000 research block adjacent to the main factory of Storeys of Lancaster, the vinyl sheeting manufacturers. He was gathering material for the programme on Storeys – its history, products and exporting successes – to be featured in the regular news magazine 'Trade Mark Britain', broadcast in the BBC African services. The programme was heard in West and Central Africa on April 4 and 5 and in East Africa (twice) on April 5. On the right is Mr. Neil Stackhouse, Storeys' manager of Calender Products Development. Storeys export over one-third of their total production.

DEA *Progress Report* for April

THE APRIL issue of DEA *Progress Report* was published on April 25.

Progress Report is published monthly by the Department of Economic Affairs in two sections, an Economic Section and an Industrial and Regional Section. The articles in the current issue are as follows: Economic Section: The Budget; Productivity Prices and Incomes. Industrial and Regional Section: Britain's Export Trade; Notes from the regions.

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Industrial countries' trade and production in 1967

THE VALUE of industrial countries exports increased by 5½ per cent in 1967. This was scarcely more than half the 10¼ per cent growth recorded in 1966, and was the smallest increase since 1962: in the decade 1957-67 the average rate of growth was 8 per cent. The relatively small increase in 1967 was due to slower growth in exports to both industrial countries and primary producers. Exports to industrial countries rose by 6½ per cent and to primary producers by 4½ per cent, compared with increases of 11¼ per cent and 8½ per cent respectively in 1966.

In total, industrial countries' exports started rising again in the fourth quarter of 1967 after levelling out in the second quarter and falling back in the third. The increase would have been more marked but for the effects of the United Kingdom dock strikes and the immediate effect on dollar values of the devaluations of sterling and other currencies. The increase compared with the third quarter (1 per cent, after allowing for seasonal factors) was due wholly to a 4 per cent rise in exports to other industrial countries. Exports to primary producers fell sharply, by 5½ per cent, continuing the decline which began in the second quarter of 1967. Partial information suggests that, in total, the growth of industrial countries' exports accelerated in the first quarter of 1968.

All the industrial countries shown in Table 3 experienced slower growth of their exports in 1967. Within the year, exports from the United States fell back in the fourth quarter after rising sharply in the first quarter and levelling off in the second and third. Japanese exports rose in the third quarter after showing little change in the first half year, but the increase was not maintained in the fourth quarter. Exports from Germany, France, Italy and Canada, on the other hand, all started rising again in the fourth quarter after showing only small increases, or even falls, since the first quarter of the year. United Kingdom exports declined in the second and third quarters from the high level reached in the first: they fell sharply in the fourth quarter, affected by the dock strike and the immediate effect on dollar values of the devaluation of sterling.

Exports of manufactures by the main manufacturing countries also increased less in 1967 than in recent years – by 7 per cent, compared with 12 per cent in 1966 and 13 per cent in 1965. After falling back in the third quarter of 1967 these exports started rising again in the fourth quarter, but remained below the level reached in the second quarter.

Industrial countries' imports rose by 5 per cent in 1967, compared with 11 per cent in 1966. This slower growth was common to all the countries shown in Table 4 except Japan and the United Kingdom. Japan's imports rose very sharply, by 22½ per cent, after an increase of 16 per cent in 1966. Imports into the United States, on the other hand, increased by only 5½ per cent compared with 19 per cent in 1966.

Industrial countries' imports increased strongly in the fourth quarter of 1967, by 4½ per cent, after rising only slowly in the first three quarters. Of the countries shown in Table 4, all except Canada increased their imports in the fourth quarter.

Industrial production

Industrial countries' industrial production in 1967 was about 2½ per cent more than in 1966. This compares with increases of 7½ per cent in 1966 and 6½ per cent in 1965. The level of production in the first half year was little changed from the second half of 1966, but growth was resumed in the third quarter, and the index for the fourth quarter is 4 points higher than for the second. This reflects upturns in output in Germany, France, the United States and the United Kingdom, and a continued growth of production in Japan.

Revised series

The seasonal adjustments of the following series have been revised, making use of data for additional periods:

Main manufacturing countries' exports of manufactures,
Primary producers' exports.
Primary producers' imports.

Definitions

In this article the *industrial countries* comprise all members of the OECD, including the United States, Canada and Japan. All other countries are described as *primary producers*. The Soviet Union, Albania, Bulgaria, Czechoslovakia, East Germany, Hungary, Poland, Rumania, Cuba, and the People's Republic of China are excluded as reporting countries, but are included as markets for exports and as suppliers of imports.

Manufactures are the products defined by Section 5 to 8 inclusive of the SITC. The *main manufacturing countries* are the 12 countries shown in Table 5. In 1965 these countries exported 95 per cent of all exports of manufactures from the industrial countries.

Some of the export series in Tables 1 and 5 exclude United States 'special category' exports, for which no destination information was issued in past years by the United States authorities. Many classes of goods were removed from the special category at the beginning of 1965, introducing discontinuities into the series. United States exports in 1964 of manufactures which have since been removed from the special category are estimated to have totalled approximately $1,030 million.

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices. "... *essential statistical data on the really important aspects of this country's trade ... in exceedingly convenient form.*" – *The Times*, Monthly 5s. (*by post* 5s. 6d.). Annual subscription £3 6s., including postage.

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HMSO

Table 1. Industrial countries' trade

Quarters or quarterly averages, seasonally adjusted.

U.S. $ thousand millions

	Exports (f.o.b.)				Imports (c.i.f) (c)		
	To industrial countries (a)	To primary producers (a)	To world		From industrial countries	From primary producers	From world
			Total	Manufactures (a) (b)			
1961	13·61	7·01	21·12	13·83	14·07	7·14	21·21
1962	14·64	6·96	22·20	14·67	15·35	7·61	22·98
1963	16·16	7·37	24·15	15·91	16·90	8·35	25·26
1964	18·46	8·42	27·47	18·26	19·21	9·22	28·45
1965	20·81	9·17	30·13	20·69	21·34	9·78	31·14
1966	23·19	9·94	33·34	23·15	23·99	10·62	34·63
1967	24·64	10·40	35·17	24·77	25·39	11·02	36·43
1962 1st quarter	14·29	6·91	21·73	14·23	15·18	7·45	22·64
2nd quarter	14·62	7·04	22·35	14·66	15·06	7·55	22·59
3rd quarter	14·82	7·00	22·42	14·98	15·51	7·80	23·33
4th quarter	14·83	6·88	22·28	14·81	15·65	7·66	23·36
1963 1st quarter	14·85*	6·88*	22·37*	14·79*	15·56*	7·79	23·34*
2nd quarter	16·01	7·43	24·09	15·84	16·87	8·22	25·05
3rd quarter	16·59	7·43	24·62	16·32	17·27	8·71	26·01
4th quarter	17·04	7·73	25·34	16·71	17·76	8·69	26·50
1964 1st quarter	17·88	7·94	26·46	17·32	18·69	9·05	27·74
2nd quarter	18·06	8·18	26·83	18·07	19·03	9·22	28·16
3rd quarter	18·32	8·48	27·39	18·39	19·18	9·15	28·35
4th quarter	19·21	8·86	28·68	19·28	19·73	9·35	29·18
1965 1st quarter	19·48*	8·69*	28·31*	19·49*	19·89*	9·26	29·19*
2nd quarter	20·49	9·28	29·97	20·61	21·26	9·71	30·94
3rd quarter	21·10	9·35	30·63	21·03	21·60	9·86	31·49
4th quarter	22·00	9·32	31·47	21·61	22·52	10·32	32·94
1966 1st quarter	22·67	9·42	32·22	22·25	23·41	10·28	33·70
2nd quarter	22·96	9·66	32·98	22·59	23·61	10·57	34·12
3rd quarter	23·28	10·21	33·71	23·32	24·23	10·91	35·23
4th quarter	23·78	10·42	34·35	24·24	24·66	10·84	35·57
1967 1st quarter	24·46	10·72	35·30	24·64	25·08	10·88	35·96
2nd quarter	24·51	10·61	35·29	25·04	25·33	10·74	36·03
3rd quarter	24·37	10·44	35·04	24·63	25·15	11·04	36·24
4th quarter	25·40	9·89	35·47	24·78	26·16	11·56	37·85

(a) Excluding United States Special Category exports (see Definitions). (b) Exports of manufactures by the main manufacturing countries (see Definitions). (c) Imports into Canada and the United States are valued f.o.b.
p Provisional.
* Significantly affected by a dock strike in the United States.
Sources:
Column 4: Board of Trade.
Other columns: O.E.C.D.

Table 2. World trade

Quarters or quarterly averages, seasonally adjusted.

U.S. $ thousand million

	Exports (f.o.b.) from			Imports (c.i.f.) (a) into		
	Industrial countries	Primary producers	World	Industrial countries	Primary producers	World
1961	21·12	8·29	29·41	21·21	9·34	30·55
1962	22·20	8·73	30·93	22·98	9·50	32·48
1963	24·15	9·56	33·71	25·26	9·94	35·20
1964	27·47	10·44	37·91	28·45	11·15	39·60
1965	30·13	10·98	41·11	31·14	11·93	43·07
1966	33·34	11·76	45·10	34·63	12·69	47·32
1967	35·17			36·43		
1962 1st quarter	21·73	8·57	30·30	22·64	9·38	32·02
2nd quarter	22·35	8·60	30·95	22·59	9·28	31·87
3rd quarter	22·42	8·88	31·30	23·33	9·73	33·06
4th quarter	22·28	8·86	31·14	23·36	9·60	32·96
1963 1st quarter	22·37*	9·12	31·49	23·34*	9·56	32·90
2nd quarter	24·09	9·35	33·44	25·05	9·92	34·97
3rd quarter	24·62	9·82	34·44	26·01	9·99	36·00
4th quarter	25·34	9·94	35·28	26·50	10·27	36·77
1964 1st quarter	26·46	10·26	36·72	27·74	10·58	38·32
2nd quarter	26·83	10·40	37·23	28·16	11·05	39·21
3rd quarter	27·39	10·34	37·73	28·35	11·33	39·68
4th quarter	28·68	10·75	39·43	29·18	11·66	40·84
1965 1st quarter	28·31*	10·61	38·92*	29·19*	11·55	40·74*
2nd quarter	29·97	10·98	40·95	30·94	12·09	43·03
3rd quarter	30·63	10·97	41·60	31·49	12·08	43·57
4th quarter	31·47	11·31	42·78	32·94	12·01	44·95
1966 1st quarter	32·22	11·59	43·81	33·70	12·43	46·13
2nd quarter	32·98	11·75	44·73	34·12	12·30	46·42
3rd quarter	33·71	11·87	45·58	35·23	12·84	48·07
4th quarter	34·35	11·82	46·17	35·57	13·18	48·75
1967 1st quarter	35·30	12·06	47·36	35·96	13·57	49·53
2nd quarter	35·29	11·85	47·14	36·03	13·36	49·39
3rd quarter	35·04	12·32p	47·36p	36·24	12·70p	48·94p
4th quarter	35·47			37·85		

(a) Imports into Canada and the United States are valued f.o.b.
p Provisional.
* Significantly affected by a dock strike in the United States.
Sources:
Columns 1 and 4: O.E.C.D.
Columns 2 and 5: Data from 'International Financial Statistics' (published by International Monetary Fund), seasonally adjusted by the Board of Trade.
Columns 3 and 6: Obtained by addition.

(*Tables continued on next page*)

INDUSTRIAL COUNTRIES' TRADE AND PRODUCTION, *continued*

Table 3. Exports from industrial countries

Quarters or quarterly averages seasonally adjusted.

U.S. $ thousand million

	Exports (f.o.b.) from									
	United States (a)	Canada	Japan	European OECD	United Kingdom	EEC	German Federal Republic	France	Italy	European OECD Intra-trade
1961	5·05	1·46	1·06	13·43	2·77	8·09	3·17	1·81	1·05	7·72
1962	5·24	1·49	1·23	14·15	2·84	8·56	3·32	1·84	1·18	8·53
1963	5·61	1·62	1·36	15·44	3·06	9·40	3·65	2·02	1·27	9·59
1964	6·42	1·93	1·67	17·36	3·20	10·65	4·05	2·25	1·49	10·90
1965	6·68	2·03	2·11	19·24	3·43	11·98	4·47	2·51	1·80	12·05
1966	7·35	2·39	2·45	21·03	3·67	13·16	5·03	2·73	2·01	13·11
1967	7·74	2·64	2·61	22·13	3·59	14·04	5·43	2·85	2·18	13·71
1962 1st quarter	5·15	1·47	1·16	13·92	2·75	8·44	3·24	1·86	1·16	8·27
2nd quarter	5·45	1·46	1·21	14·12	2·88	8·51	3·33	1·78	1·19	8·41
3rd quarter	5·36	1·49	1·28	14·23	2·87	8·61	3·35	1·84	1·17	8·65
4th quarter	5·07	1·51	1·25	14·36	2·87	8·73	3·35	1·88	1·20	8·78
1963 1st quarter	5·08*	1·55	1·27	14·33	2·94	8·61	3·28	1·87	1·22	8·77
2nd quarter	5·66	1·58	1·31	15·40	3·03	9·45	3·62	2·07	1·28	9·51
3rd quarter	5·72	1·59	1·39	15·81	3·12	9·64	3·75	2·06	1·29	9·86
4th quarter	5·95	1·76	1·46	16·03	3·12	9·77	3·83	2·08	1·31	10·09
1964 1st quarter	6·20	1·82	1·45	16·88	3·16	10·35	4·01	2·24	1·37	10·62
2nd quarter	6·24	1·95	1·60	17·03	3·21	10·41	3·99	2·21	1·45	10·78
3rd quarter	6·45	1·98	1·69	17·20	3·15	10·58	3·99	2·19	1·54	10·77
4th quarter	6·73	1·90	1·87	18·03	3·26	11·08	4·19	2·32	1·55	11·24
1965 1st quarter	5·59*	1·90	2·06	18·56	3·31	11·54	4·40	2·35	1·70	11·66
2nd quarter	6·94	1·97	2·14	18·78	3·35	11·71	4·38	2·48	1·78	11·73
3rd quarter	6·92	2·05	2·18	19·46	3·49	12·08	4·47	2·58	1·80	12·16
4th quarter	7·09	2·15	2·08	20·09	3·56	12·51	4·66	2·64	1·85	12·63
1966 1st quarter	7·22	2·32	2·37	20·30	3·60	12·60	4·79	2·66	1·93	12·84
2nd quarter	7·26	2·33	2·38	20·84	3·47†	13·17	4·94	2·78	2·04	13·08
3rd quarter	7·45	2·42	2·47	21·24	3·72	13·32	5·15	2·76	2·00	13·13
4th quarter	7·49	2·47	2·56	21·65	3·89	13·51	5·27	2·71	2·07	13·31
1967 1st quarter	7·77	2·67	2·57	22·25	3·92	13·93	5·35	2·80	2·20	13·66
2nd quarter	7·78	2·70	2·58	22·20	3·72	13·91	5·40	2·84	2·16	13·66
3rd quarter	7·77	2·48	2·71	21·97	3·66	13·78	5·39	2·83	2·09	13·54
4th quarter	7·69	2·72	2·63	22·30	3·07	14·64	5·64	2·93	2·26	14·07

(a) Excluding Department of Defence shipments.
* Significantly affected by a dock strike.
† Significantly affected by the seamen's strike.
Sources: United Kingdom: Board of Trade.
Other countries: OECD.

Table 4. Imports into industrial countries

Quarters or quarterly averages, seasonally adjusted.

US $ thousand m illion

	Imports (c.i.f.) into								
	United States (a)	Canada (a)	Japan	European OECD	United Kingdom	EEC	German Federal Republic	France	Italy
1961	3·59	1·43	1·45	14·70	3·18	8·04	2·74	1·67	1·31
1962	4·06	1·46	1·41	16·02	3·24	8·93	3·07	1·88	1·52
1963	4·25	1·52	1·69	17·81	3·49	10·11	3·26	2·18	1·90
1964	4·65	1·74	1·98	20·08	3·99	11·23	3·65	2·52	1·81
1965	5·32	2·00	2·05	21·78	4·03	12·25	4·37	2·59	1·84
1966	6·34	2·33	2·38	23·58	4·17	13·42	4·51	2·97	2·14
1967	6·68	2·52	2·92	24·32	4·43	13·74	4·34	3·10	2·42
1962 1st quarter	3·94	1·51	1·50	15·68	3·17	8·78	3·06	1·87	1·41
2nd quarter	4·04	1·46	1·39	15·71	3·22	8·75	3·06	1·78	1·47
3rd quarter	4·17	1·49	1·36	16·30	3·31	9·05	3·04	1·95	1·60
4th quarter	4·08	1·39	1·38	16·50	3·25	9·22	3·13	1·94	1·66
1963 1st quarter	4·04*	1·44	1·49	16·38	3·27	9·28	3·11	1·97	1·66
2nd quarter	4·21	1·48	1·61	17·74	3·42	10·04	3·27	2·17	1·90
3rd quarter	4·40	1·55	1·74	18·31	3·57	10·40	3·30	2·22	2·05
4th quarter	4·37	1·61	1·90	18·61	3·69	10·51	3·20	2·38	1·99
1964 1st quarter	4·41	1·67	1·98	19·68	3·95	11·07	3·39	2·49	2·03
2nd quarter	4·55	1·75	1·97	19·90	3·93	11·11	3·46	2·51	1·88
3rd quarter	4·72	1·74	1·92	19·96	3·95	11·07	3·74	2·51	1·61
4th quarter	4·86	1·76	2·07	20·49	4·08	11·46	3·97	2·52	1·68
1965 1st quarter	4·75*	1·85	1·98	20·61	3·84	11·51	4·13	2·45	1·72
2nd quarter	5·40	1·93	2·09	21·53	4·04	11·97	4·33	2·51	1·76
3rd quarter	5·21	2·02	2·06	22·21	4·11	12·48	4·49	2·63	1·90
4th quarter	5·90	2·17	2·07	22·81	4·12	13·02	4·54	2·76	1·93
1966 1st quarter	5·99	2·21	2·22	23·28	4·27	13·09	4·58	2·82	2·05
2nd quarter	6·24	2·30	2·30	23·28	4·13†	13·23	4·54	2·92	2·06
3rd quarter	6·61	2·33	2·43	23·86	4·31	13·54	4·46	3·06	2·18
4th quarter	6·64	2·48	2·59	23·86	3·95	13·68	4·47	3·13	2·29
1967 1st quarter	6·68	2·46	2·72	24·11	4·42	13·56	4·25	3·17	2·33
2nd quarter	6·55	2·58	2·85	24·05	4·46	13·40	4·24	2·96	2·35
3rd quarter	6·56	2·55	2·96	24·17	4·36	13·59	4·28	3·11	2·45
4th quarter	7·07	2·50	3·17	25·10	4·47	14·53	4·61	3·22	2·59

(a) Canadian and United States imports are valued f.o.b.
*Significantly affected by a dock strike.
†Significantly affected by the seamen's strike.
Sources: United Kingdom: Board of Trade.
Other countries: OECD.

Table 5. Exports of manufactures by the main manufacturing countries

Quarters or quarterly averages. US $ thousand million. Percentage increase over a year earlier in brackets.

	United Kingdom (seasonally adjusted)	German Federal Republic	Belgium Luxembourg	France	Italy	Netherlands	Sweden	Switzerland	United States (a)	Canada	Japan	Total (a) (seasonally adjusted)
1961	2·24 (4·6)	2·80 (10·6)	0·79 (3·4)	1·30 (2·9)	0·79 (16·7)	0·58 (9·0)	0·45 (11·9)	0·47 (8·8)	2·84 (0·1)	0·63 (0·2)	0·94 (4·5)	13·83 (5·5)
1962	2·29 (2·2)	2·93 (4·7)	0·87 (9·9)	1·35 (3·6)	0·88 (11·5)	0·61 (6·4)	0·50 (10·9)	0·51 (8·5)	2·98 (5·1)	0·66 (4·5)	1·09 (15·6)	14·67 (6·1)
1963	2·45 (7·0)	3·23 (10·0)	0·96 (9·8)	1·46 (8·2)	0·97 (10·3)	0·68 (10·7)	0·55 (10·3)	0·55 (8·1)	3·14 (5·3)	0·71 (7·4)	1·23 (13·0)	15·91 (8·5)
1964	2·59 (5·6)	3·60 (11·5)	1·13 (18·4)	1·62 (10·8)	1·17 (20·2)	0·83 (22·9)	0·62 (13·8)	0·60 (9·7)	3·73 (18·7)	0·86 (21·3)	1·52 (23·4)	18·26 (14·8)
1965	2·80 (8·2)	3·98 (10·5)	1·30 (14·8)	1·83 (13·2)	1·40 (20·3)	0·91 (9·6)	0·69 (9·8)	0·67 (11·9)	4·21 (5·5)	0·95 (10·8)	1·94 (28·2)	20·69 (11·7)
1966	2·98 (6·9)	4·50 (13·2)	1·40 (7·7)	1·99 (8·7)	1·60 (14·3)	1·00 (9·5)	0·76 (11·4)	0·75 (10·6)	4·69 (11·3)	1·20 (26·5)	2·26 (16·3)	23·15 (11·9)
1967	2·95 (–1·0)	4·87 (8·2)	1·44p(2·9)	2·11 (6·0)	1·75 (8·9)	1·06p(6·0)	0·83 (9·2)	0·80p(6·7)	5·07 (8·3)	1·44p(20·0)	2·45 (8·4)	24·77 (7·0)
1962 1st quarter	2·22	2·79	0·88	1·38	0·85	0·60	0·48	0·48	2·93	0·61	0·90	14·23
2nd quarter	2·32	2·93	0·89	1·33	0·86	0·61	0·53	0·49	3·18	0·65	1·06	14·66
3rd quarter	2·31	2·88	0·83	1·23	0·84	0·59	0·44	0·49	2·83	0·67	1·18	14·98
4th quarter	2·30	3·14	0·89	1·46	0·96	0·65	0·54	0·57	2·98	0·70	1·21	14·81
1963 1st quarter	2·37	2·86	0·86	1·38	0·91	0·61	0·49	0·50	2·87*	0·63	1·01	14·79*
2nd quarter	2·40	3·20	0·99	1·55	0·95	0·69	0·52	0·54	3·30	0·73	1·17	15·84
3rd quarter	2·49	3·25	0·94	1·35	0·98	0·69	0·54	0·52	2·99	0·70	1·29	16·32
4th quarter	2·53	3·60	1·04	1·55	1·05	0·73	0·65	0·63	3·40	0·77	1·44	16·71
1964 1st quarter	2·56	3·43	1·11	1·62	1·03	0·78	0·55	0·55	3·57	0·76	1·17	17·32
2nd quarter	2·56	3·60	1·13	1·65	1·16	0·82	0·65	0·60	3·78	0·87	1·43	18·07
3rd quarter	2·57	3·43	1·07	1·45	1·20	0·82	0·55	0·58	3·53	0·89	1·58	18·39
4th quarter	2·65	3·93	1·22	1·76	1·27	0·91	0·74	0·68	4·03	0·91	1·89	19·28
1965 1st quarter	2·70	3·86	1·28	1·73	1·32	0·87	0·66	0·61	3·66*	0·84	1·67	19·49*
2nd quarter	2·70	3·87	1·26	1·87	1·41	0·90	0·67	0·66	4·58	1·00	1·96	20·61
3rd quarter	2·85	3·84	1·25	1·70	1·37	0·89	0·62	0·66	4·03	0·92	2·05	21·03
4th quarter	2·93	4·34	1·41	2·02	1·50	0·99	0·79	0·78	4·57	1·04	2·11	21·61
1966 1st quarter	2·92	4·22	1·36	1·93	1·50	0·94	0·73	0·69	4·55	1·08	1·93	22·25
2nd quarter	2·78†	4·38	1·40	2·10	1·65	1·03	0·78	0·74	4·79	1·18	2·17	22·59
3rd quarter	3·10	4·45	1·28	1·82	1·57	0·98	0·66	0·72	4·45	1·15	2·35	23·52
4th quarter	3·18	4·96	1·57	2·11	1·69	1·05	0·88	0·83	4·95	1·40	2·60	24·24
1967 1st quarter	3·21	4·66	1·47	2·08	1·73	1·05	0·78	0·74	5·10	1·38	2·13	24·64
2nd quarter	3·06	4·91	1·46	2·18	1·77	1·08	0·92	0·79	5·34	1·53	2·39	25·04
3rd quarter	3·02	4·62	1·22	1·90	1·66	1·03	0·70	0·74	4·73	1·34	2·58	24·63
4th quarter	2·56	5·29	1·60p	2·28	1·82	1·09p	0·93	0·91p	5·14	1·49p	2·70	24·78

(a) Excluding United States Special Category exports (see Definitions). The discontinuity between 1964 and 1965 has been allowed for in calculating the percentage increases.
*Significantly affected by a dock strike in the United States.
†Significantly affected by the seamen's strike.
p Provisional.
Sources: United Kingdom and Total: Board of Trade.
United States: Publication of the US Department of Commerce.
Other countries: OECD.

Table 6. Index numbers of industrial production

Seasonally adjusted. 1963 = 100

	Industrial countries	United States	European OECD	United Kingdom	EEC	France	German Federal Republic	Italy	Japan
1961	89	88	91	95	90	90	92	84	83
1962	95	95	93	96	95	96	96	92	90
1963	100	100	100	100	100	100	100	100	100
1964	107	106	107	107	107	108	109	100	116
1965	114	115	112	110	111	109	115	106	120
1966	123	126	117	112	117	117	116	118	136
1967	126	127	119	111	119	119	115	128	162
1962 1st quarter	93	94	94	95	93	94	94	90	90
2nd quarter	95	95	95	96	94	95	96	91	91
3rd quarter	96	96	96	97	96	96	98	92	90
4th quarter	96	96	97	96	97	97	98	95	89
1963 1st quarter	96	97	96	96	95	93	96	96	93
2nd quarter	100	100	100	98	100	100	100	100	98
3rd quarter	101	101	102	101	102	102	101	102	103
4th quarter	103	102	104	104	104	104	103	103	108
1964 1st quarter	105	104	106	106	106	107	106	104	111
2nd quarter	107	106	107	106	106	108	107	101	114
3rd quarter	108	103	107	107	107	107	109	99	118
4th quarter	110	109	109	109	108	107	112	101	120
1965 1st quarter	112	113	110	110	109	106	114	101	120
2nd quarter	114	114	111	110	111	108	115	105	119
3rd quarter	115	116	112	110	111	110	114	107	120
4th quarter	117	118	114	111	114	113	116	110	122
1966 1st quarter	121	123	116	113	116	114	115	114	126
2nd quarter	122	125	117	112	117	116	118	117	132
3rd quarter	124	127	117	112	117	119	116	120	139
4th quarter	125	128	117	109	117	119	114	122	146
1967 1st quarter	124	126	117	110	117	119	112	127	151
2nd quarter	124	125	117	110	117	118	112	128	157
3rd quarter	126	127	118	110	118	120	115	125	166
4th quarter	128	128	121	112	123	122	120	131	174

Source: OECD.

Overseas transactions – films and television material

THE UNITED KINGDOM balance of payments benefited by nearly £9 million in 1966 from the film industry's overseas transactions in respect of production and exhibition, and by £1½ million from the overseas transactions of the BBC and the independent television contracting companies. As in earlier years, the largest transactions were with North America. Credits received from that area in respect of film production, etc., at £19.5 million exceeded debits in respect of film rentals, etc., by over £3 million. However, when account is taken of credits from North America for performances of British films, and of debits to North America by British companies for production, etc., the overall effect on the balance of payments was a credit of nearly £6 million. Transactions with the rest of the world resulted in a net credit of £2.8 million to the United Kingdom balance of payments.

These are the main findings of a statistical inquiry by the Board of Trade into overseas debits and credits in respect of the production and exhibition of cinematograph films and television material in 1966. The main purpose of the inquiry was to provide statistics for balance of payments purposes. Separate forms of inquiry were addressed to film producers and distributors, the BBC and the independent television contracting companies.

Table 1. Overseas transactions in respect of cinematograph films 1962-1966

£ million

	1962	1963	1964	1965 (a)	1966 (a)
Debits:					
Overseas Sterling Area	—	0·1	0·1	0·6	0·5
Western Europe	0·5	1·5	1·0	3·4	6·4
North America	10·8	9·9	11·4	17·0	16·8
Other Non-Sterling Countries	—	0·2	0·1	0·1	0·2
Total	11·3	11·7	12·7	21·2	23·8
Credits:					
Overseas Sterling Area	1·4	1·9	2·7	2·6	2·9
Western Europe	2·1	2·5	4·2	4·5	6·0
North America	11·9	11·3	12·1	19·5	22·7
Other Non-Sterling Countries	0·7	0·9	1·3	0·9	0·9
Total	16·2	16·5	20·3	27·5	32·5

Cinematograph Film Producers and Distributors

The basis of the register for this section of the inquiry was described in the article in the *Board of Trade Journal* of January 6, 1967. The register was brought up to date by using a list of producers and distributors who registered British films with the Board of Trade in 1966. Completion of the forms in this inquiry was obligatory under Section 1 of the Statistics of Trade Act, 1947, and replies were received from virtually all the 190 firms to whom forms were sent. Of the firms approached, 82 had no overseas transactions to report. Some 8 per cent of total debits overseas in 1966 and some 7 per cent of total credits were accounted for by firms who had not participated in earlier annual inquiries,

Table 2. Summary of overseas transactions in respect of cinematograph films 1965 and 1966 (a)

£ million

	1965			1966		
	All firms	United Kingdom subsidiaries of the major United States film companies	Other firms	All firms	United Kingdom subsidiaries of the major United States film companies	Other firms
Debits in respect of:						
(i) Performances in cinemas or on television	16·7	14·8	1·9	17·1	16·0	1·1
(ii) Production of films, etc.	4·5	2·3	2·2	6·7	5·0	1·7
Total payable	21·2	17·1	4·1	23·8	21·0	2·8
Credits in respect of:						
(i) Performances in cinemas or on television	10·0	4·4	5·6	11·5	5·8	5·7
(ii) Production of films, etc.	17·4	14·9	2·5	21·0	18·0	3·0
Total receivable	27·5	19·3	8·2	32·5	23·8	8·7

Table 3. Overseas transactions in respect of cinematograph film, analysis by area, 1965 and 1966

£ million

	1965 (a)					1966 (a)				
	Total	Overseas Sterling Area	Western Europe	North America	Other Non-Sterling Countries	Total	Overseas Sterling Area	Western Europe	North America	Other Non-Sterling Countries
Total debits	21·2	0·6	3·4	17·0	0·1	23·8	0·5	6·4	16·8	0·2
Of which:										
(i) Performances in cinemas or on television	16·7	0·1	0·4	16·2	—	17·1	0·1	0·7	16·3	—
(ii) Production of films, etc.	4·5	0·5	3·0	0·9	0·1	6·7	0·3	5·7	0·5	0·2
Total credits	27·5	2·6	4·5	19·5	0·9	32·5	2·9	6·0	22·7	0·9
Of which:										
(i) Performances in cinemas or on television	10·0	2·1	4·0	3·3	0·7	11·5	2·5	5·1	3·2	0·7
(ii) Production of films, etc.	17·4	0·6	0·5	16·2	0·2	21·0	0·4	0·9	19·5	0·2

Table 4. Overseas transactions of United Kingdom subsidiaries of the major United States film companies, analysis by area, 1965 and 1966

£ million

	1965				1966			
	Total	Western Europe	North America	Other	Total	Western Europe	North America	Other
Debits:								
(i) Performances in cinemas or on television	14·8	—	14·8	—	16·0	..	15·9	—
(ii) Production of films, etc.	2·3	1·8	..	..	5·0	..		..
Credits:								
(i) Performances in cinemas or on television	4·4	2·7	1·7		5·8	3·9	1·2	0·7
(ii) Production of films, etc.	14·9	—	14·9	—	18·0	0·1	17·8	—

The figures given in this article in respect of the years 1965 and 1966 are, therefore, reasonably comparable. Where given, figures for earlier years have been made to correspond as close as possible with those for the more recent years; but the figures for earlier years exclude those transactions by United Kingdom film companies which related solely to television programmes. For the 1966 inquiry, respondents were asked to state separately the amount receivable in respect of rights relating solely to television; credits from such transactions amounted to £1.8 million. As a result of further investigation the corresponding figure for 1965 is now estimated to be £1.2 million, and not £½ million as published in the *Board of Trade Journal* article of January 6, 1967. Supplementary inquiries suggest that the corresponding debits for foreign television material were small – probably little more than £400,000 in 1966. Apart from this question of rights relating solely to television, the 1966 inquiry followed precisely that for 1965.

Table 1 shows increases in both debits and credits. The increase in debits is mainly due to increased payments in Western Europe, which were some £3 million above the level in 1965. This increase in payments to Western Europe resulted in a deficit of nearly £½ million in the balance with that area.

The £5 million increase in amounts credited from overseas between 1965 and 1966, is mainly due to increased credits for production finance, but credits from film exhibition overseas also increased by £1.5 million. As in 1965, the increase in overseas finance for production may partly reflect the effect of restraints imposed on borrowing in the United Kingdom by foreign controlled companies, although part represents an increase in foreign financed production in the United Kingdom.

Table 2 summarizes transactions in 1965 and 1966, distinguishing between transactions by the United Kingdom subsidiaries of United States film companies and transactions by other, mainly British, firms. The subsidiaries of American companies produced a surplus of £2.8 million. In 1965 the two main components, production finance provided through them from overseas, and overseas payments made through them in respect of exhibition of film material were almost exactly in balance. But in 1966 finance provided through them from overseas for production of films exceeded payments made through them in respect of exhibition of film material by £2 million. Although considerably smaller in value, the direct transactions with overseas of British companies benefited the balance of payments by nearly £6 million.

Table 5 (i). Size distribution of debits, 1966

Size range of reported debit	Number of companies	Total debits
		£ million
Over £500,000	9	21·8
£200,001-£500,000	5	1·0
£100,001-£200,000		
£50,001-£100,000	5	0·6
£20,001-£50,000	4	0·1
£10,001-£20,000	11	0·2
Under £10,000	35	0·1
All sizes	69	23·8

Table 5 (ii). Size distribution of credits, 1966

Size range of reported credit	Number of companies	Total credits
		£ million
Over £500,000	11	28·7
£200,001-£500,000	6	1·9
£100,001-£200,000	6	0·9
£50,001-£100,000	5	0·4
£20,001-£50,000	9	0·3
£10,001-£20,000	13	0·2
Under £10,000	44	0·1
All sizes	94	32·5

Table 6. Overseas transactions of the BBC and ITA programme contractors 1963 to 1966 (b)

£ million

	1963 Total	1964 Total	1965 Total	1966 (c) Total	Overseas Sterling Area	Western Europe	North America	Other Non-Sterling
Debit	2·2	3·3	3·1	3·5	0·6	0·6	2·3	0·2
Credit	1·6	2·0	3·3	5·0	1·8	0·7	2·4	0·2

Footnotes to tables:
(a) Includes transactions by film companies in respect of rights restricted to television. Excludes transactions of the BBC and the independent television contracting companies.
(b) Includes transactions in respect of BBC sound broadcasting.
(c) Includes transactions in respect of Independent Television News.

Table 3 analyses debits and credits in 1965 and 1966 by broad geographical area. This shows an increase of £3 million in payments to Western Europe, chiefly for the production of films in that area, whilst payments to the rest of the world remained at about the same level as in 1965. An increase in receipts from the exhibition of films overseas is mainly due to a rise in earnings from Western Europe. The increase in finance received for the production of films is almost entirely attributable to increased credits from North America. Similar information for the United Kingdom subsidiaries of the major United States film companies is set out in Table 4.

Debits and credits in 1966 are analysed in Tables 5 (i) and (ii) by the size of responding companies transactions. The high degree of concentration in this industry can be seen from these figures, firms with transactions amounting to more than £½ million accounting for nearly 88 per cent of total credits and 92 per cent of total debits.

Television Material

Returns completed by the BBC and independent television programme contractors show an increased credit balance with overseas countries. Their overseas earnings have risen to £5 million in 1966, an increase of £1.7 million over receipts in 1965. These increased earnings reflect the growing popularity of British series with overseas audiences. For the first time since figures have been collected the returns show a

(*Continued on next page*)

'SHOP WINDOW FOR EXPORTS' - A BOARD OF TRADE EXPORT FILM

A new 20-minute 16 mm film in colour has been prepared for the Board of Trade by the Central Office of Information and was produced by Samaritan Films. It describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions and shows how a manufacturer can select those 'Shop Windows' which are best suited for his product.

Copies of the film are available on hire from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, London, W.3 (Tel. Shepherds Bush 5555).

Overseas transactions – films and television material

THE UNITED KINGDOM balance of payments benefited by nearly £9 million in 1966 from the film industry's overseas transactions in respect of production and exhibition, and by £1½ million from the overseas transactions of the BBC and the independent television contracting companies. As in earlier years, the largest transactions were with North America. Credits received from that area in respect of film production, etc., at £19.5 million exceeded debits in respect of film rentals, etc., by over £3 million. However, when account is taken of credits from North America for performances of British films, and of debits to North America by British companies for production, etc., the overall effect on the balance of payments was a credit of nearly £6 million. Transactions with the rest of the world resulted in a net credit of £2.8 million to the United Kingdom balance of payments.

These are the main findings of a statistical inquiry by the Board of Trade into overseas debits and credits in respect of the production and exhibition of cinematograph films and television material in 1966. The main purpose of the inquiry was to provide statistics for balance of payments purposes. Separate forms of inquiry were addressed to film producers and distributors, the BBC and the independent television contracting companies.

Table 1. Overseas transactions in respect of cinematograph films 1962-1966

£ million

	1962	1963	1964	1965 (a)	1966 (a)
Debits:					
Overseas Sterling Area	—	0·1	0·1	0·6	0·5
Western Europe	0·5	1·5	1·0	3·4	6·4
North America	10·8	9·9	11·4	17·0	16·8
Other Non-Sterling Countries	—	0·2	0·1	0·1	0·2
Total	11·3	11·7	12·7	21·2	23·8
Credits:					
Overseas Sterling Area	1·4	1·9	2·7	2·6	2·9
Western Europe	2·1	2·5	4·2	4·5	6·0
North America	11·9	11·3	12·1	19·5	22·7
Other Non-Sterling Countries	0·7	0·9	1·3	0·9	0·9
Total	16·2	16·5	20·3	27·5	32·5

Cinematograph Film Producers and Distributors

The basis of the register for this section of the inquiry was described in the article in the *Board of Trade Journal* of January 6, 1967. The register was brought up to date by using a list of producers and distributors who registered British films with the Board of Trade in 1966. Completion of the forms in this inquiry was obligatory under Section 1 of the Statistics of Trade Act, 1947, and replies were received from virtually all the 190 firms to whom forms were sent. Of the firms approached, 82 had no overseas transactions to report. Some 8 per cent of total debits overseas in 1966 and some 7 per cent of total credits were accounted for by firms who had not participated in earlier annual inquiries.

Table 2. Summary of overseas transactions in respect of cinematograph films 1965 and 1966 (a)

£ million

	1965			1966		
	All firms	United Kingdom subsidiaries of the major United States film companies	Other firms	All firms	United Kingdom subsidiaries of the major United States film companies	Other firms
Debits in respect of:						
(i) Performances in cinemas or on television	16·7	14·8	1·9	17·1	16·0	1·1
(ii) Production of films, etc.	4·5	2·3	2·2	6·7	5·0	1·7
Total payable	21·2	17·1	4·1	23·8	21·0	2·8
Credits in respect of:						
(i) Performances in cinemas or on television	10·0	4·4	5·6	11·5	5·8	5·7
(ii) Production of films, etc.	17·4	14·9	2·5	21·0	18·0	3·0
Total receivable	27·5	19·3	8·2	32·5	23·8	8·7

Table 3. Overseas transactions in respect of cinematograph film, analysis by area, 1965 and 1966

£ million

	1965 (a)					1966 (a)				
	Total	Overseas Sterling Area	Western Europe	North America	Other Non-Sterling Countries	Total	Overseas Sterling Area	Western Europe	North America	Other Non-Sterling Countries
Total debits	21·2	0·6	3·4	17·0	0·1	23·8	0·5	6·4	16·8	0·2
Of which:										
(i) Performances in cinemas or on television	16·7	0·1	0·4	16·2	—	17·1	0·1	0·7	16·3	—
(ii) Production of films, etc.	4·5	0·5	3·0	0·9	0·1	6·7	0·3	5·7	0·5	0·2
Total credits	27·5	2·6	4·5	19·5	0·9	32·5	2·9	6·0	22·7	0·9
Of which:										
(i) Performances in cinemas or on television	10·0	2·1	4·0	3·3	0·7	11·5	2·5	5·1	3·2	0·7
(ii) Production of films, etc.	17·4	0·4	0·5	16·2	0·2	21·0	0·4	0·9	19·5	0·2

Table 4. Overseas transactions of United Kingdom subsidiaries of the major United States film companies, analysis by area, 1965 and 1966

£ million

	1965				1966			
	Total	Western Europe	North America	Other	Total	Western Europe	North America	Other
Debits:								
(i) Performances in cinemas or on television	14·8	—	14·8	—	16·0	..	15·9	—
(ii) Production of films, etc.	2·3	1·8	..	..	5·0	..		..
Credits:								
(i) Performances in cinemas or on television	4·4	2·7	1·7		5·8	3·9	1·2	0·7
(ii) Production of films, etc.	14·9	—	14·9	—	18·0	0·1	17·8	—

The figures given in this article in respect of the years 1965 and 1966 are, therefore, reasonably comparable. Where given, figures for earlier years have been made to correspond as close as possible with those for the more recent years; but the figures for earlier years exclude those transactions by United Kingdom film companies which related solely to television programmes. For the 1966 inquiry, respondents were asked to state separately the amount receivable in respect of rights relating solely to television; credits from such transactions amounted to £1.8 million. As a result of further investigation the corresponding figure for 1965 is now estimated to be £1.2 million, and not £½ million as published in the *Board of Trade Journal* article of January 6, 1967. Supplementary inquiries suggest that the corresponding debits for foreign television material were small – probably little more than £400,000 in 1966. Apart from this question of rights relating solely to television, the 1966 inquiry followed precisely that for 1965.

Table 1 shows increases in both debits and credits. The increase in debits is mainly due to increased payments in Western Europe, which were some £3 million above the level in 1965. This increase in payments to Western Europe resulted in a deficit of nearly £½ million in the balance with that area.

The £5 million increase in amounts credited from overseas between 1965 and 1966, is mainly due to increased credits for production finance, but credits from film exhibition overseas also increased by £1.5 million. As in 1965, the increase in overseas finance for production may partly reflect the effect of restraints imposed on borrowing in the United Kingdom by foreign controlled companies, although part represents an increase in foreign financed production in the United Kingdom.

Table 2 summarizes transactions in 1965 and 1966, distinguishing between transactions by the United Kingdom subsidiaries of United States film companies and transactions by other, mainly British, firms. The subsidiaries of American companies produced a surplus of £2.8 million. In 1965 the two main components, production finance provided through them from overseas, and overseas payments made through them in respect of exhibition of film material were almost exactly in balance. But in 1966 finance provided through them from overseas for production of films exceeded payments made through them in respect of exhibition of film material by £2 million. Although considerably smaller in value, the direct transactions with overseas of British companies benefited the balance of payments by nearly £6 million.

Table 3 analyses debits and credits in 1965 and 1966 by broad geographical area. This shows an increase of £3 million in payments to Western Europe, chiefly for the production of films in that area, whilst payments to the rest of the world remained at about the same level as in 1965. An increase in receipts from the exhibition of films overseas is mainly due to a rise in earnings from Western Europe. The increase in finance received for the production of films is almost entirely attributable to increased credits from North America. Similar information for the United Kingdom subsidiaries of the major United States film companies is set out in Table 4.

Debits and credits in 1966 are analysed in Tables 5 (i) and (ii) by the size of responding companies transactions. The high degree of concentration in this industry can be seen from these figures, firms with transactions amounting to more than £½ million accounting for nearly 88 per cent of total credits and 92 per cent of total debits.

Table 5 (i). Size distribution of debits, 1966

Size range of reported debit	Number of companies	Total debits
		£ million
Over £500,000	9	21·8
£200,001-£500,000	5	1·0
£100,001-£200,000		
£50,001-£100,000	5	0·6
£20,001-£50,000	4	0·1
£10,001-£20,000	11	0·2
Under £10,000	35	0·1
All sizes	69	23·8

Table 5 (ii). Size distribution of credits, 1966

Size range of reported credit	Number of companies	Total credits
		£ million
Over £500,000	11	28·7
£200,001-£500,000	6	1·9
£100,001-£200,000	6	0·9
£50,001-£100,000	5	0·4
£20,001-£50,000	9	0·3
£10,001-£20,000	13	0·2
Under £10,000	44	0·1
All sizes	94	32·5

Table 6. Overseas transactions of the BBC and ITA programme contractors 1963 to 1966 (b)

£ million

	1963 Total	1964 Total	1965 Total	1966 (c) Total	Overseas Sterling Area	Western Europe	North America	Other Non-Sterling
Debit	2·2	3·3	3·1	3·5	0·6	0·6	2·3	0·2
Credit	1·6	2·0	3·3	5·0	1·8	0·7	2·4	0·2

Footnotes to tables:
(a) Includes transactions by film companies in respect of rights restricted to television. Excludes transactions of the BBC and the independent television contracting companies.
(b) Includes transactions in respect of BBC sound broadcasting.
(c) Includes transactions in respect of Independent Television News.

Television Material

Returns completed by the BBC and independent television programme contractors show an increased credit balance with overseas countries. Their overseas earnings have risen to £5 million in 1966, an increase of £1.7 million over receipts in 1965. These increased earnings reflect the growing popularity of British series with overseas audiences. For the first time since figures have been collected the returns show a

(*Continued on next page*)

'SHOP WINDOW FOR EXPORTS' – A BOARD OF TRADE EXPORT FILM

A new 20-minute 16 mm film in colour has been prepared for the Board of Trade by the Central Office of Information and was produced by Samaritan Films. It describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions and shows how a manufacturer can select those 'Shop Windows' which are best suited for his product.

Copies of the film are available on hire from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, London, W.3 (Tel. Shepherds Bush 5555).

FILMS AND TELEVISION MATERIAL, *continued*

small credit balance in transactions with North America. Credits received from that area having doubled in 1966 by comparison with returns made in respect of 1965. Transactions with North America are mainly responsible for the improved credit balance, transactions with other areas of the world remaining at about the same level as in 1965.

NOTES AND DEFINITIONS

Cinematograph Industry Inquiry

The statistics cover the value of transactions between the United Kingdom and overseas territories in respect of production, sales of of rights and rentals of films of any width, and recordings on tape or other media, including overseas transactions on behalf of another producer, distributor or agent in the United Kingdom. There is, therefore, some overlap between these statistics and those for imports and exports of exposed cinematograph film of 16 mm and over in width in the Overseas Trade Accounts. The import and export figures, £2.7 million and £6.5 million respectively, however, include a number of items not covered by the inquiry; for example, film flown in from units on location abroad, for processing and immediate return to the unit overseas, and film imported and prints exported after processing by specialist film processing laboratories to the order of overseas customers. It is not possible to give any reliable indication of the extent of the overlap, but it seems likely to be of the order of half the export figures in the Overseas Trade Accounts and a rather higher proportion of the import figures.

The statistics do not cover all the film companies' overseas transactions which affect the United Kingdom balance of payments since they do not include profits or capital transactions (except in connection with the provision of production finance).

Transactions relating to the Army Kinema Corporation are excluded throughout.

Respondents were asked to return amounts against the geographical areas to which they were payable or from which they were receivable irrespective of where they might first have been earned.

Transactions with overseas branches and with companies registered abroad were included, as were debits to and credits from non-resident accounts.

Credits for production in the United Kingdom comprise amounts remitted from overseas or put up from amounts held in the United Kingdom on behalf of overseas residents, and sums applied to the repayment of loans raised in the United Kingdom. Amounts for film production, including work on location abroad, remitted from the United Kingdom or put up from amounts held overseas on behalf of United Kingdom residents, were included as debits.

General

The tables give the information in as much detail as is practicable without disclosing the affairs of individual undertakings.

Returns for accounting years were accepted from firms which could not provide information for calendar years.

In the tables:

– means nil or negligible, i.e. less than half the final digit shown.

.. means 'not available'.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, April 26, 1968.
Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Letter from Llandudno	Br/E 33150	21	April 24	Metro-Goldwyn-Mayer Pictures Ltd.	Connaught Productions Ltd.
Diamonds	Br/E 33159	14	April 25	Rank Film Distributors Ltd.	Guild House Films Ltd.
Movietone News 2028	Br/E 32873	8	April 26	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2028A	Br/E 32874	8	April 26	" "	" "
Pathe News 68-33	Br/E 32925	7	April 26	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 68-34	Br/E 32926	8	April 26	" "	" "
FOREIGN					
Au Fou	F 33131	9	April 22	Curzon Film Distributors Ltd.	Yoji Kuri, Kuri Jikken Manja Kobo, Tokyo.
Press on Regardless	F 33132	12	April 22	Paramount Film Service Ltd.	Paramount Pictures Corp.
Racing to the Top	F 33133	8	April 22	" "	" "
Alter Egotist	F 33134	6	April 22	" "	" "
Clean Sweep	F 33135	7	April 22	" "	" "
Halt, Who Goes There	F 33136	6	April 22	" "	" "
Way Up and Way Out	F 33137	9	April 22	" "	" "
Reflections in a Golden Eye	F 33138	109	April 22	Warner-Pathe Distributors Ltd.	Warner/Seven Arts.
Assignment to Kill	F 33139	73	April 22	" "	" "
Up to His Ears	F 33140	96	April 23	United Artists Corp. Ltd.	Les Films Ariane and Les Productions Artistes Associes, Paris.
Mighty Ursus	F 33141	78	April 23	" "	Galaten, S.p.A., Rome.
Fantomas	F 33142	105	April 23	" "	P.A.C. and S.N.E.G., Paris and P.C.M., Rome.
Amazons of Rome	F 33143	90	April 24	" "	Regina Productions and Criterion Films, Paris and Cine Italia, Rome.
Matinee Mouse	F 33144	6	April 24	Metro-Goldwyn-Mayer Pictures Ltd.	Metro-Goldwyn-Mayer Inc.
Duel Personality	F 33145	6	April 24	" "	" "
Jerry, Jerry, Quite Contrary	F 33146	7	April 24	" "	" "
Catty Cornered	F 33147	7	April 24	" "	" "
The A-tom-i Nable Snowman	F 33148	7	April 24	" "	" "
Purr-Chance to Dream	F 33149	6	April 24	" "	" "
The Human Dutch	F 33151	83	April 24	Contemporary Films Ltd.	Bert Haanstra Film Produktie, Laren, Netherlands.
(a) Brutes	F 33152	82	April 24	Antony Balch Films Ltd.	Gordon Films Inc.
(b) The Brutes					
Wonderful Whirly Birds	F 33153	9	April 25	Rank Film Distributors Ltd.	Universal International Films Inc.
The Divided City	F 33154	8	April 25	" "	" "
Peck of Trouble	F 33155	6	April 25	" "	" "
Lotsa Luck	F 33156	6	April 25	" "	" "
Under Sea Dogs	F 33157	6	April 25	" "	" "
Chiller Dillers	F 33158	6	April 25	" "	" "
The Executioner of London	F 33160	91	April 26	Ranworth Film Services Ltd.	C.C.C. Films, Munich.

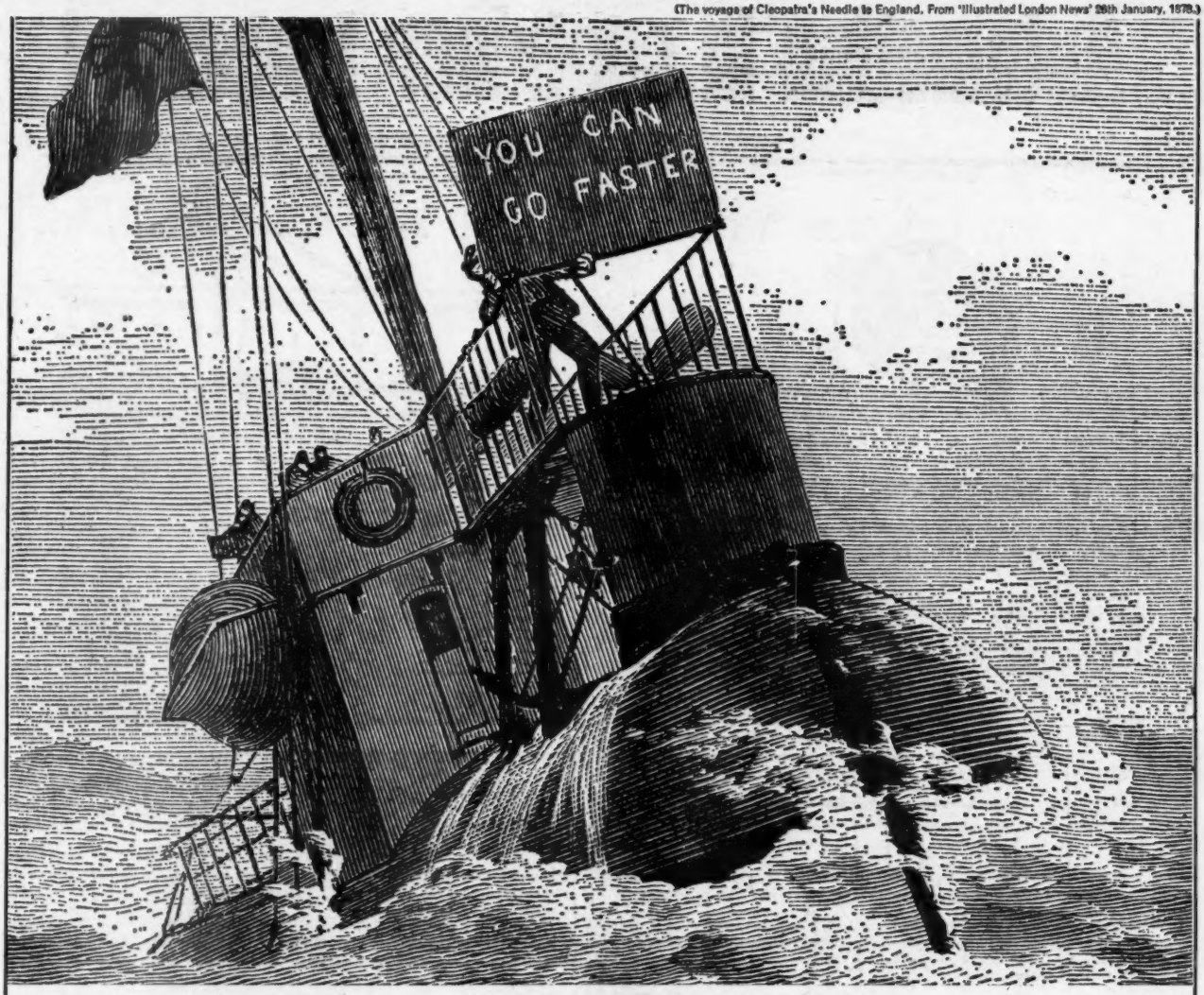
AMENDMENT TO THE REGISTER:
The playing time of the film 'Harmony Aboard' (Br/E 30281) registered on April 29, 1965, has been amended to 11 minutes.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to Her Majesty's Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (01-248 9876, Ext. 6147).

Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.4 (01-248 3718).

(The voyage of Cleopatra's Needle to England. From 'Illustrated London News' 26th January, 1878.)



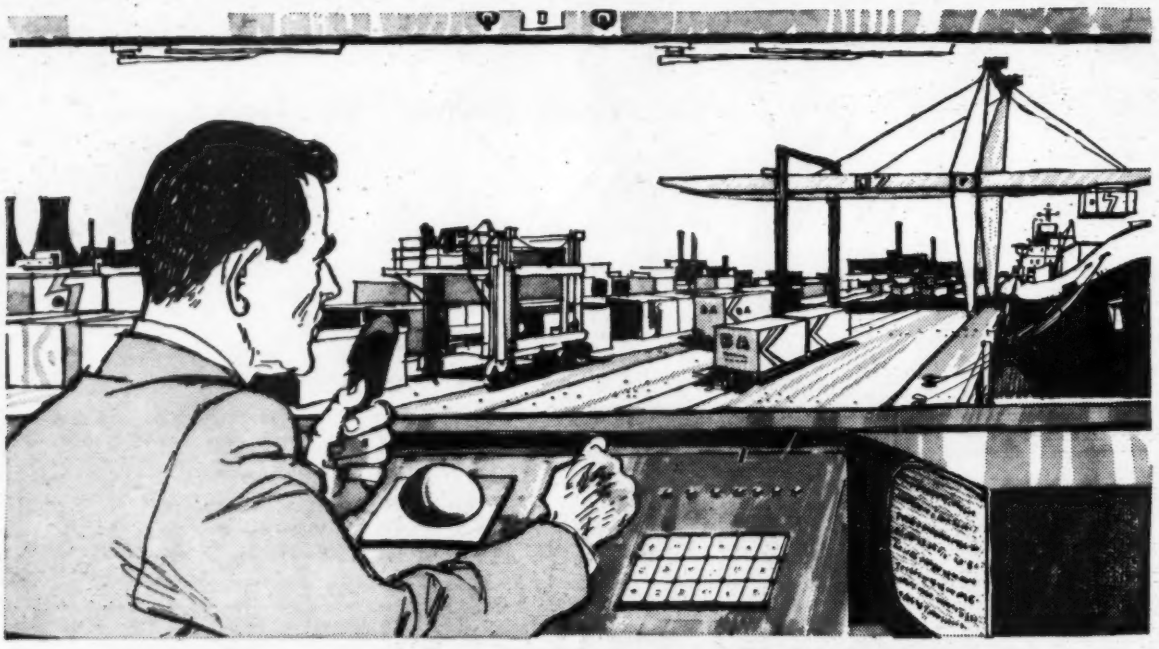
For newer ideas on Container movement, consult National and Grindlays—

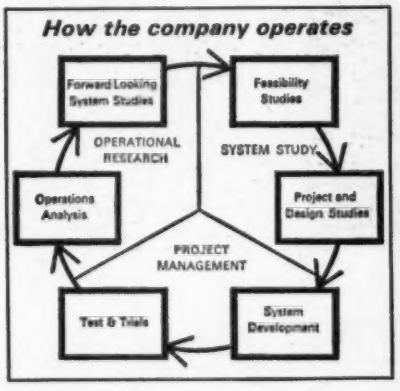
The coming conversion to Containerisation involves not only massive financing but also the development of completely new international documentation procedures. As the Bank which has always specialised in the expeditious handling of documents covering the movement of goods internationally, National and Grindlays is with the leaders on Container documentation. Together with their merchant banking subsidiary William Brandt's Sons & Co., Limited (who are specialists in Container finance and leasing) National and Grindlays can bring you right up-to-date on these exciting developments in international trade. Come and see us at **Stand 93** at the Container Services and Equipment Exhibition, Olympia, May 27th—31st.

NATIONAL AND GRINDLAYS BANK LIMITED

Head Office: 26 Bishopsgate, London, E.C.2. Telephone: 01-588 4040. Ext. 201.

Automation in container transport





STAND 66
International Container Services and Equipment Exhibition, Olympia, London. 27th to 31st May 1968

The widespread adoption of the through traffic concept and the fast delivery times on short sea routes are making efficient communication and control in container transport essential.

E-A Space and Advanced Military Systems Ltd. (EASAMS) is a systems company with extensive experience of the problems of integrating large scale military systems. This experience is now being used in a wide variety of industrial and economic applications. The most important current example is the co-ordination of information handling in British ports, using modern data processing techniques to make the advantages of up-to-date management techniques available to all users while retaining a competitive commercial environment.

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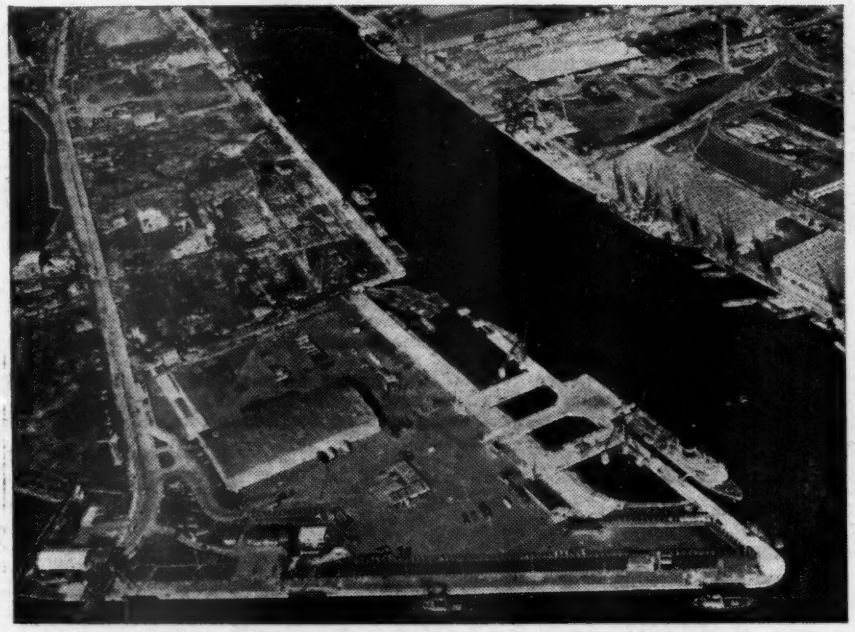
PRE-VIEW OF INTERNATIONAL CONTAINER SERVICES AND EQUIPMENT EXHIBITION OLYMPIA, LONDON, MAY 27-31.

The Exporter and the container revolution



An aerial view of a new £27 million extension of Britain's Tilbury Docks, where their first all-container berth has recently come into operation. The berth, equipped to handle all types of containers conforming to International Standards Organization (ISO) can unload a 30-ton container from a ship and dispatch it by road in just 90 seconds. Now, to meet demands, sailings to and from Rotterdam are being increased to a daily service and a Tilbury-Dunkirk service will commence shortly. Trans-Atlantic container services are to start from Tilbury this month and the extensions – being carried out by the Port of London Authority – are due to be completed this year.

AN OPPORTUNITY TO see just what containerization means and how it operates will be featured in London during the last week in May. More than 120 firms, mostly British, will occupy 250,000 square feet of three halls at Olympia to bring together all the different aspects of containerization to provide users and operators with a comprehensive demonstration. The exhibition is expected to attract many overseas visitors because nothing quite like it has ever been held before.

In fact, its enterprising organizers – Brian Mack and Kenneth Brooks, who together head Mack-Brooks Exhibitions Ltd. – are running an international circuit of container shows, beginning with this big one in London. The second will be in Baltimore in October (and the Maryland Port Authority are so enthusiastic they have a stand at Olympia). The third is planned for Melbourne next Spring, and the fourth will be a return to Europe.

Containers of every available size, material and purpose; mechanical handling equipment for stuffing containers, side-loading, stacking; trailers and liner trains; giant cranes for rapid turn-round of transport and shipping; multi-million pound container port developments; roll-on/roll-off ferry services; container shipping lines and consortia; and all the forwarding, finance, banking and insurance facilities – all these comprise the container revolution, brought together under one roof at Olympia from May 27-31. The official sponsors are the London Chamber of Commerce, the Dock and Harbour Authorities' Association, and the International Cargo Handling Co-ordination Association (United Kingdom).

Many businessmen with but a vague idea about containerization who may never have seen any connection between it and their business, may be surprised to know that within a very few years 80 per cent of all goods will be transported in this fashion, and that it is likely to reduce port and shipping costs by 50 per cent. This is very much an exhibition for potential users of containers: it is by no means confined to a mere display of the wonders of modern road, rail, air and sea cargo carrying. Britain's export business can grow tremendously when more manufacturers of exportable goods realize the advantages of speed, economy and relative freedom from the hazards of long-distance transportation that are offered by containerization.

Associated with the exhibition and organized by the London Chamber of Commerce, is the International Container Symposium which will take place at the Royal Garden Hotel, Kensington, on Tuesday and Wednesday, May 28 and 29. Its theme will be 'The Exporter, the Importer, and the Container'.

It all begins with containers, the bulk carrying of goods so that individual packages do not have to be handled – often man-handled – every time they change their mode of transport. Most of us are familiar with these boxes of various shapes and sizes which we see on the roads or railways. From the outside most of them look very much the same, but it is the variety of container which suggests a variety of uses – and users!

INTERNATIONAL CONTAINER EXHIBITION, *continued*

This Paceco-Vickers portainer at Felixstowe is about 184 *ft. high and serves* 80 *ft. of dock area. Capable of handling* 40 30-*ton containers an hour, it enables ships to be discharged and loaded at speeds of* 1,200 *tons an hour,*

How they are built, what they are built of, their size and strength and their special attributes all have a bearing on what they can carry and to what sort of destination. They are not just metal boxes.

Some conform to standard sizes, the modular 10 ft. x 8 ft. x 8 ft. up to 40 ft. x 8 ft. x 8 ft., and these immense sizes (and often immense tonnages) indicate something of the revolution required in port handling gear. Some carriers prefer 8 ft. x 8 ft. x 8 ft. units, which are handier loads, such as those which can be taken to, say, Rotterdam and then routed all over Europe. And, again, there are more than a dozen lengths of unit for conveyance from door-to-door by the roll-on/roll-off ferry services.

There are containers with shelving systems so that mixed loads of items of varying dimensions are easily packed into a large interior. There are waterproof, insulated and refrigerated containers. Others are made to carry fluids. Some will take solid fuel. Their versatility seems to be endless, as indeed it should if this method of goods transit is to become *the* method.

Steel and aluminium are commonly used in construction, and they are panelled or skinned with many different materials to achieve the particular qualities required such as insulation or easy maintenance. For example, Watercraft Ltd. make containers with glass fibre cladding which needs no painting.

Some 40 firms will be exhibiting containers, trailers and other vehicles. Famous names like Boden, Bonallack, Crane, Fruehauf, Charrold, York, Adamson and Hatchett, Duramin, Metropolitan-Cammell, Solar-Steadman, and Petters will be there. So will British Trailer, Commercial Coachbuilders, Hands, Highway, H-W-P Engineering, M & G, Marshall of Cambridge, Merriworth, Mickleover, Northern, Peak, Pitt, Scammell, Taskers, and many others be on show in the three halls.

Let us take a quick look round some of the different kinds of container which will be on show. One of the problems of containerization is that the container may have to return empty, and to ease the difficulty of shipping space there is the collapsible container. Charrold Ltd. are among the exhibitors who make this, among other types of container. The lightweight, aluminium Eurobox is another of this kind.

All-steel containers are marketed by Central Containers Ltd.; they cost less than aluminium-clad ones and do not damage easily. Metropolitan-Camel Ltd. also make all-steel containers and will have three new models at the show. This exhibitor also makes containers with aluminium side panels, fluted to increase resistance to knocks.

Frijor, the Danish manufacturers, will be showing a 20-ton deep-freeze cargo container, steel-framed, and lined inside and out with glass fibre reinforced polyester. More Danish-designed containers will be shown by Adamson & Hatchette Ltd., a member of the Acrow Group, who make the Great Dane range under license. Four containers are available, 10, 20, 30 and 40 ft. long in dry cargo, insulated and refrigerated versions.

Most sophisticated of all containers are those designed for carrying refrigerated produce. They do not need to be sent in a refrigerated ship's hold for they have their own built-in refrigerating plant. Moreover, the contents can be kept at the desired temperature throughout their journey. An interesting example is the self-contained refrigerated container, having its own electric motor and refrigeration system, made by Petters Ltd., a Hawker-Siddeley company. On board ship they are plugged into the ship's power supply. They also have an optional engine drive for use during road transport.

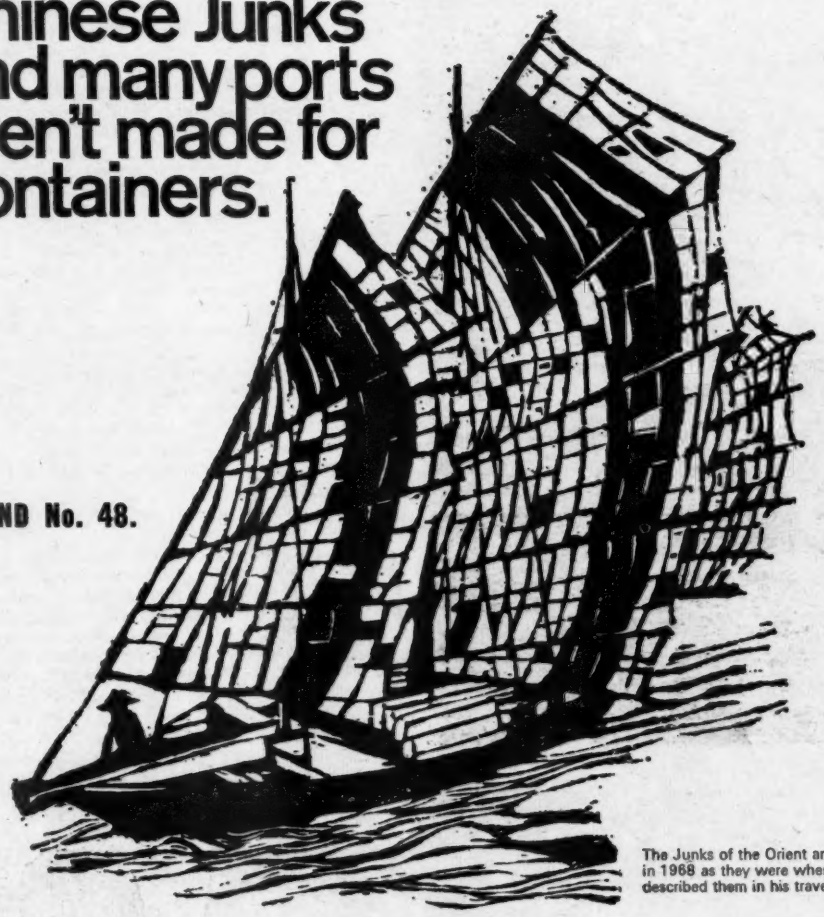
York Trailers have made a name for themselves with their unusual Envoy container, which is built entirely of corrugated steel, has no separate frame and no rivets, and is completely leak-proof. The makers like to demonstrate that the Envoy will actually float!

Different types of cladding are demonstrated by Con Cargo and Duramin. Con Cargo have a container with a sandwich-type cladding of plywood and glass fibre, designed to combine strength and

(*Continued on page vii*)

A Marshall of Cambridge (Engineering) Ltd. container which will be on show. The container, exhibited in the livery of Messrs. Seawheel is to the basic proven design and incorporates forklift pockets for 'light' lift and is fully TIR and UIC approved and certified. One other interesting example is the use of ply/fibreglass panels built into the Marshall universal periphery frame, which is of high-tensile steel, welded construction. This proven framework has been designed to accept all forms of side- and end-wall panelling, including steel, ply/fibreglass or light alloy.

Containers aren't made for Chinese Junks and many ports aren't made for containers.



The Junks of the Orient are the same in 1968 as they were when Marco Polo described them in his travels in 1298.

STAND No. 48.

But Baltimore is!

If you ship containerized cargo, then Baltimore is your port. Not only do we have vast facilities including the ability to handle lift-on/lift-off and roll-on/roll-off cargo, but we have the shipping lines to back us up.

Atlantic Container Line (the combined strength of Cunard Line, French Line, Holland-America Line, Swedish American Line, Swedish Transatlantic Line and Wallenius Lines) will call weekly at Baltimore's Dundalk Marine Terminal. Moore McCormack's American Scantic Container Line will service Scandinavia and Northern Europe. Six more berths will be built here to handle the increasing traffic at this public container terminal.

From the Canton terminal, Sea Land and U.S. Lines provide trans-Atlantic container service.

Other steamship lines are either in operation or contemplating service.

For Less-Container-Load shippers two major forwarding firms have issued container tariffs for shipments between Europe and the Port of Baltimore, passing on to shippers the savings brought about by the shorter distance from the Mid-Continental U.S. and Baltimore. And the shipper deals directly with one agency which assumes the responsibility for the entire movement from plant to customer. Let our nearest regional representative show you why the Port of Baltimore should be your container port.

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PORT OF BALTIMORE

Open for business
Come and walk around our books
at the International Container Exhibition
Olympia 27, 28, 29, 30, and 31 May

INTERNATIONAL CONTAINER EXHIBITION, *continued*

impact resistance with freedom from corrosion by sea water or chemicals. Duramin, who are well-known for their insulated and refrigerated containers, recently introduced a new 20-ft. container of steel frame construction with light alloy cladding. This is a general cargo unit offering the economic advantages of quantity production, although optional features can be incorporated to suit the owner's special needs.

As we said earlier, some of the makers of containers also make trailers and semi-trailers, while other vehicle builders limit themselves to the vehicles themselves. From the road transport section the following may be taken by way of example. While many modern road haulage fleets will include trailers capable of carrying containers, their possible loads may not be confined to containers, and these vehicles have to be versatile enough to satisfy a number of demands from hauliers.

A dual-purpose trailer will be shown by R. Murfitt Ltd., this being a 33-ft. container platform trailer which carries normal freight but can be converted to take either 20-ft. or 30-ft. containers by inserting detachable twistlocks. Also on display will be a skeletal trailer for carrying 20-ft. containers only, built to a minimum length of 20 ft. 6 in. to avoid excess freightage on cross-Channel ferry working.

On show for the first time in public will be a 33-ft. multi-purpose trailer from the newly introduced VP range made by Merriworth (Engineering) Ltd. These versatile trailers will carry ordinary goods as well as containers. They have fittings which quickly convert them into tilt-van trailers for roll-on/roll-off work. A short tandem-axle skeletal trailer for carrying 20-ft. containers will also be on the Merriworth stand.

Mechanical handling aids

Three different types of trailer will be shown by Taskers of Andover. One is a dual-purpose flat platform container chassis for either 20- or 30-ft. containers, the second is a lightweight skeletal chassis for 20-ft. containers, while the third is a 40-ft. version which takes one 40-ft. or two 20-ft. units.

Yet another series of trailers to be seen is the Trailmobile range made by the John Thompson Group under license from Pullman Inc. of Chicago. This series includes flatbed semi-trailers in length from 26 ft. to 40 ft., platforms, semi-trailer frameless vans, and TIR skeletals.

Skids on wet roads can be especially dangerous with articulated vehicles, and the tractive unit and trailer body can jack-knife together. A device to overcome this danger is the Hope anti-jack-knife unit, which will be displayed at the Container Exhibition by Self-Energising Disc Brakes Ltd.

Another contributor to the construction of both containers and vehicles is Avdel Ltd., makers of industrial fasteners whose rivets are used in the construction of some of the best-known containers. Among other kinds of fastener Avdel have made a name for themselves in the field of blind riveting. At Olympia they will be showing their Avdelok, Jo-bolt, Avex and Chobert fastening systems.

Mechanical handling aids range from small fork-lift trucks used for stuffing the interiors of containers to giant mobile cranes which ensure swift turn-round by simultaneous loading and reloading. New developments in this field include hover pallets which operate on the hovercraft principle. Exhibitors include Stacatruc with the Clark hover pallet, and the British Hovercraft Corporation. Straddle carriers capable of lifting and carrying huge loaded containers have to be seen to be believed, but they have become a feature of our modern container ports. Among the exhibitors in the mechanical handling field are W. E. & F. Dobson (hydraulic handling equipment), A. B. Parator (side loaders), H. C. Slingsby and Henley Forklift.

The giant cranes of the container ports are represented by Paceco-Vickers and Herbert Morris. Working models of these huge, specially designed portal, gantry and other cranes can be seen on the stands of the port authorities.

Many of Britain's leading shipping companies have gone over to containerization in a big way, and some are to be found at the exhibition in consortia formed for this purpose. They are concerned with the real economies of containerization which are to be gained from the ocean-going routes to North America and Australia. With specially built ships they will be operating weekly services from major British ports.

For example, Associated Container Transportation Ltd., which comprises Ben Line, Blue Star Line, Cunard, Ellermans and Harrison Lines, is all set up to operate a weekly container service between London and Australia in 1969. Among its attractive services to exporters and importers alike is a door-to-door delivery time two weeks less than that achieved by conventional methods. Moreover, ACT will handle all documentation on one bill of lading which covers the goods throughout their journey. ACT will also give free advice to those who prefer to load and discharge containers independently. Three fast ships with cellular holds are now being constructed, and 6,000 containers will provide an operating stock.

The names of the consortia are a little similar, and therefore confusing, especially when Overseas Containers Ltd. also plan to operate on the United Kingdom-Australia run. Shipping companies famous on these routes make up the consortium, these being British & Commonwealth Shipping Co. Ltd., Furness, Withy & Co. Ltd., P & O Steam Navigation Co. and the Ocean Steamship Co. Ltd., together with the latter's Australian subsidiary Overseas Containers Australia Pty. Ltd. handling the Australian end. This impressive group has twice as many ships on order as ACT and also aims to start regular weekly sailings in 1969. Each of these six ships has a capacity of 1,100 containers and can be turned round inside 48 hours.

Between these two big consortia there will be nine brand new container ships to speed exports and imports between Britain and Australia.

Both of these groups will be exploiting the facilities of the container bases, or inland ports, now being created around London, at Birmingham, Liverpool, Leeds, Manchester and Glasgow to receive and forward containers to and from the ports. These bases, an integral part of the British container revolution, enable containerized cargo to be cleared for customs at that point instead of

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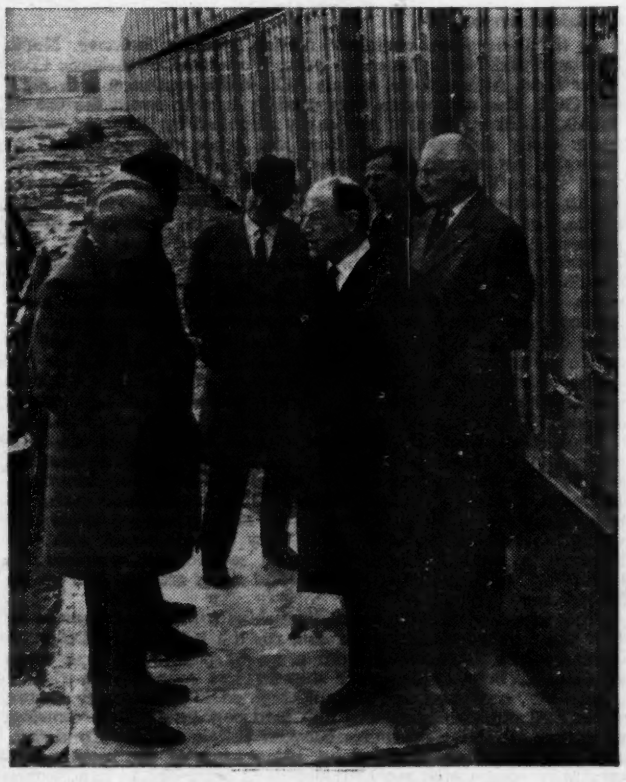
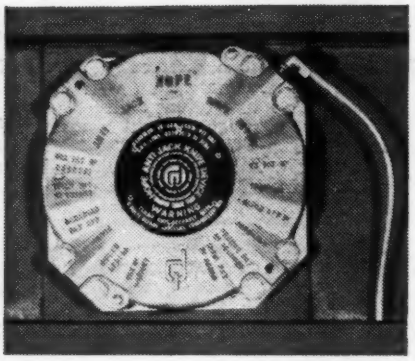


Sir Andrew Crichton (right foreground), chairman of Overseas Containers Ltd., talking with Mr. L. H. Allwood, chairman of Crane Fruehauf after accepting delivery of the 500th OCL container from Crane Fruehauf. Also in the picture are Mr. B. K. Day, group director of Engineering and Manufacturing at North Walsham, Mr. C. Boden, managing director of Crane Fruehauf, and extreme right, Major-General G. E. Prior-Palmer, managing director of OCL.

INTERNATIONAL CONTAINER EXHIBITION, *continued*



One of nine Taskers Skeletal semi-trailers fitted with the Hope anti-jack-knife device recently delivered to United Biscuit Ltd. The device is safety equipment fitted to semi-trailers to increase the stability and safety of articulated vehicles while braking. The device (a typical installation installed on the upper fifth wheel plate is shown right) automatically comes into action every time the brakes are applied.

at the docks. They are being developed in close collaboration with HM Customs and with Government support as a very necessary part of this speeded-up transportation service. They are jointly financed by the operating groups who will be their main users, ACT, OCL, British Rail, and local users, including the main seaports, but their facilities will be open to others.

Container services

A third deep-sea container service running between North European and North American ports is operated by Atlantic Container Line. Although the initials ACL invite confusion with ACT and OCL, this consortium very sensibly tries to avoid the use of initials, which means that it is easily identified by 'Atlantic', which again easily distinguishes it from the other two which sail to Australia, not America. This consortium is different in yet another way: it is a European group – a real sign of the times! – and the British partner is the Cunard Steamship Co. Ltd. There is one Dutch, one French, and three Swedish shipping companies in the partnership, and they have a very valuable pool of no fewer than 10 container ships. Three of these are already being operated by the Continental members of the group. Six more ships are in the yards, due to go into service in 1969. Of these, two were commissioned by Cunard, the order being placed with the newly formed Tyne Shipbuilding Group, led by Swan Hunters. They will be unlike the other container ships mentioned so far in that they will carry mixed loads consisting of 580 20-ft. containers, 1,000 cars and 80-90 roll-on/roll-off units. Turn-round time will be between six and 18 hours, according to the complexity of the cargo.

Another member of the Swan Hunter Group (who are also exhibiting) is Manchester Liners Ltd., and they have announced a fully containerized service between Manchester and Montreal. Three ships, designed to carry about 500 20-ft. containers each, are being built by Smith's Dock Co. of Middlesbrough, ready for weekly service to begin in 1969. They will be fitted with ice-breakers to give an all-the-year-round service and complete the trip in six and a half days. Turn-round times are expected to be 36-48 hours.

With so many new-style container ships coming into service in 1969 there seems to be a good case for the British Post Office to commemorate the occasion with a set of pictorial stamps commemorating Britain's container ship services round the world!

However, containerization is not confined to the deep-sea routes alone, and other shipping and unit load concerns will be showing what they are doing on routes between Britain and the Continent, and between Britain and Ireland, using some of the smaller but very busy ports which are extremely well organized to handle this type of traffic.

British Rail, for example, runs a 36-hour container service between London and Belfast and a similar service between London and Dublin, both using standard Freightliner containers. The first-ever cellular British-built container ships were ordered by British Rail for service soon on the Harwich-Zebrugge route. These will turn round in five hours compared with days by older methods. British Rail's third container venture is the conversion of the existing Harwich-Rotterdam cargo ships to carry containers in cellular holds.

Yet another exhibitor offering a fast containerized service is Geest Industries Ltd., who have two ships sailing daily between Ipswich and Holland. Geest offer to collect goods from anywhere in Britain and guarantee to deliver them to the customer anywhere with a 250-mile radius of Rotterdam in 36 hours. Their containers are of the smaller 8 ft. x 8 ft. x 8 ft. variety, taking a maximum load of 4 tons apiece.

With all these rapid transport services it looks as if the overseas buyer will have little to complain about delivery times provided the British manufacturer can match the efficiency of the transport!

Of course, all this would be impossible if the ports themselves had not undergone the biggest revolution of all, and Britain will very soon be ringed by modernized ports competing with one another to capture container business. Some ports, like Grangemouth, Felixstowe and Liverpool, are further ahead than others, but during 1968 and 1969 great developments will come into actual use. Their success will depend on the extent to which British manufacturers, exporters and importers are prepared to reorganize themselves to profit by the colossal investments which the cargo handling industry has made in containerization. By coming to Olympia at the end of May many British and overseas businessmen will recognize just what these multi-million pound investments can mean to them.

Why does containerization involve such extensive changes in the ports? Basically, because it means that every operation will be on a far bigger scale. One has only to compare a fairly small container with the load a man can carry. Also, the container ships themselves are big, and one carrying, say, 1,500 containers would be about 700 ft. long and 92 ft. wide, with a draught to 32 ft. Cargo is packaged in larger units with more of one kind travelling at the same time. To handle them, huge gantry-type cranes are needed capable of taking a container weighing 30 or more tons and lifting it from ship to shore, or with a portal crane conveying it from ship to train or trailer, as nimbly as if the unit were a mere matchbox.

Demands for space

All this demands space, and sometimes acres upon acres have to be reclaimed from the sea, estuaries and rivers. At least 12 acres are needed for every 600 ft. of quay. Then there are the freight sheds and the container parks which again require many acres. This sort of development is going on all around Britain and is something which the average person sees nothing of. To visit such a development – Tilbury, for instance – is an inspiring experience sufficient to make the visitor wonder why our politicians always sound so depressed.

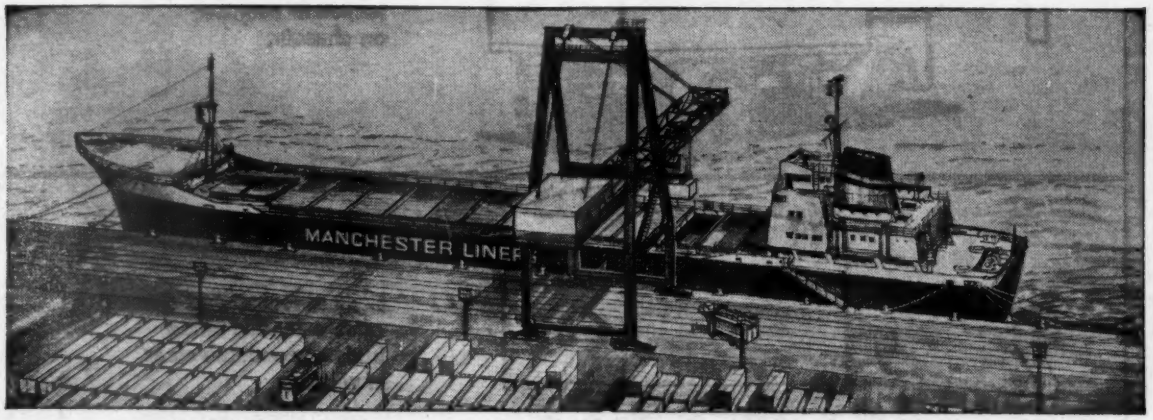
The only thing that is smaller or reduced in the container port is the time it takes to empty, fill and turn round a container ship. Here lies the really valid point of the entire exercise: vessels which formerly took so many days to unload can now be mechanically

(Continued on page xi)

DATELINE NOV '68

ICE-BREAKER CONTAINER SHIPS

A new service incorporating 3 entirely new ice-breaking container ships will be implemented by November, 1968 operating a weekly sailing to Montreal. The ships will carry 500 standard containers of 20 ft x 8 ft by 8 ft. The vessels will be capable of 21 knots, making the Manchester Montreal trip in 6½ days and have a planned turn-round of 36 to 48 hours. At both ports, terminals with special gantry cranes are being built to facilitate the smooth and rapid handling of the containers.



CONTAINERISATION

At the present time, Manchester Liners service for shippers includes containers of all standard sizes with fittings acceptable in the United Kingdom, Canada and the United States. We have also established a specialised Customs approved Container Depot in Manchester so that cargo is moved more efficiently from factory to factory. Containers are provided by Manchester Liners to enable manufacturers to be more competitive in overseas markets. Full details are available on application to our Container Department and from forwarding agents.

ML

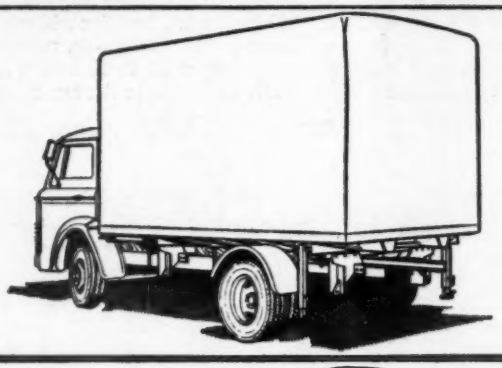
MANCHESTER LINERS LIMITED

St. Ann's Square, Manchester, 2. Telephone: BLAckfriars 1841. Grams: 'Nauticus,' Manchester.

London Agency: 56 Leadenhall Street, London, E.C.3. Tel: Royal 2525.

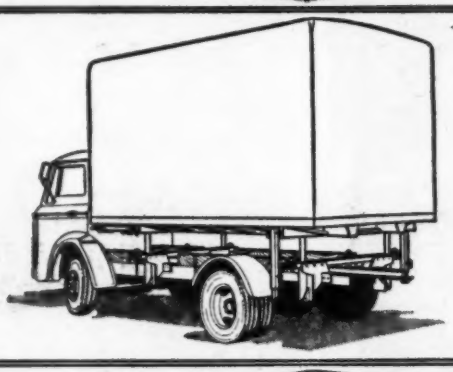
ONE OPERATOR + ONE VEHICLE CAN HANDLE ANY NUMBER OF BODIES - DOUBLE QUICK

1



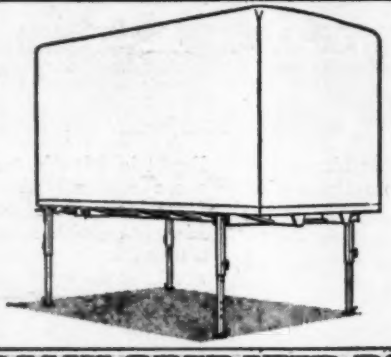
Vehicle ready for the road with body or container mechanically locked in position on chassis.

2



Body unlocked and chassis rams extended lifting body or container clear of vehicle.

3



Mechanical legs having been adjusted and hydraulic chassis rams retracted body is free standing and vehicle freed for other work.

HYDRAULICALLY OPERATED BODY HANDLING SYSTEM

W.E.&F.DOBSON LTD.
HYDRAULIC ENGINEERS
COLWICK, NOTTINGHAM.
Tel: Nottingham 249251 Telex 37132

DOBSON
Member of the Dobson Hardwick Group

INTERNATIONAL CONTAINER EXHIBITION, *continued*

unloaded in as many hours. And when the ships are specially constructed to carry modular units a containerized port can be expected to handle not less than a million tons of cargo a year, that is, 10 times more than an ordinary deep sea berth.

Prominent among the port authorities exhibiting at Olympia will be the Port of London with its £30 million development programme to create Britain's – perhaps Europe's – leading container port. Altogether the Tilbury development includes six ocean container ship berths; four specialized berths for handling packaged timber; a £3 million bulk grain terminal; plus roll-on/roll-off berths. This will be a model port of mass goods handling facilities.

The first container berths at Tilbury are already in use, and the full programme is scheduled for completion in 1969. The first shipping company to make use of the berths was European Unit Routes, a P & O offshoot, with their regular container service between Tilbury and Rotterdam. United States Lines follow at the time of the exhibition with the first ocean-going container service. Early next year the two consortia, Associated Container Transportation Ltd. and Overseas Containers Ltd., will start regular weekly services to Australia from Tilbury. London will, therefore, become one of the world's busiest and most important centres of the container revolution, and the exhibition this month could not, therefore, be more appropriate nor better timed.

Facilities at the new Tilbury docks include Paceco Vickers portainer cranes, straddle carriers and other modern handling aids, together with essential repair and cleaning services for the containers themselves. Computers are used to provide immediate information about the state of cargoes. By the summer of this year the new British Rail liner train terminal, which runs right into Tilbury giving fast through transit from all Britain's major industrial centres, is expected to be in operation.

A ring of ports

Another exhibitor will be the Port of Liverpool, Britain's top export port, according to the 1966 Report of the National Ports Council. It is the largest Atlantic seaport in Europe, and the Gladstone Dock Container Berth has been in operation for some time now. The Mersey Docks and Harbour Board is engaged upon a £36 million Seaforth Project which will provide 10 deep-water berths for container services, general cargoes and bulk trades. Also in operation in Liverpool are roll-on/roll-off facilities and packaged timber berths.

Liverpool's modern equipment includes giant container handling cranes, six van carriers (these are similar to straddle carriers), and a fleet of patrol vans which radio the latest quayside information back to a port information centre. This centre can be contacted by telephone, Freefone or Telex.

A ring of 22 ports right round Britain are represented on the stand of the British Transport Docks Board. Of these, Grangemouth was our first fully containerized deep-sea port, and Grangemouth also boasts Britain's first dockside container transporter crane which handles containers up to 25 tons in weight and has an operational time cycle of only three minutes.

Roll-on/roll-off services are already in operation at Hull, Immingham and Grimsby; Southampton has four services going and Kings Lynn has the only roll-on/roll-off service from Britain to Hamburg. Southampton is also dealing with thousands of containers by lift-on/lift-off loading, mostly bound for the United States; Hull and Grangemouth serve the Continent. From Garston and Newport container services run to Ireland. These are all BTDB ports,, well-geared to meet the requirements of unit loads or containers.

But that is not the end of the Docks Board contribution. There is a £2¼ million ocean container terminal nearing completion at Southampton; the £2¼ million quay for container and packaged timber vessels at Newport; and additional deep-water berths at Hull, forming part of the Board's big £89 million, five-year development plan.

One on its own with a wonderful story of achievement in the container revolution is the transatlantic container terminal at the East Coast port of Felixstowe, run by the independent Felixstowe Dock and Railway Company. Fifteen years ago this port was practically at a standstill, but excellent judgment went into the scheme to build a modern port with an oil terminal, a general cargo basin, roll-on/roll-off berths, and three deep-sea container berths. The containerization project is costing more than £3 million.

From the first deep-sea container berth two all-container ships, Container Forwarder and Container Despatcher, have been operating a fortnightly transatlantic service between New York, Felixstowe and Continental ports such as Amsterdam, Bremen and Le Havre. With the aid of the 30-ton Paceco Vickers Portainer crane – the other berths are to be similarly equipped – these ships spend only 100 minutes at the quayside. In 80 minutes 23 weighty 20 ft. containers can be discharged.

Mention has already been made of the exhibit of the Maryland Port Authority. Their interim container terminal at Dundalk, Baltimore, is now being used on weekly calls by ships of the Atlantic Container Line consortium. A multi-dollar expansion programme now in progress, on 85 acres of land, will provide a six-berth container terminal and the first four berths are due to be ready in 1971.

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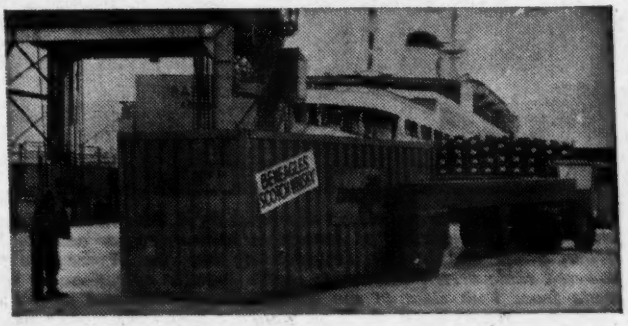
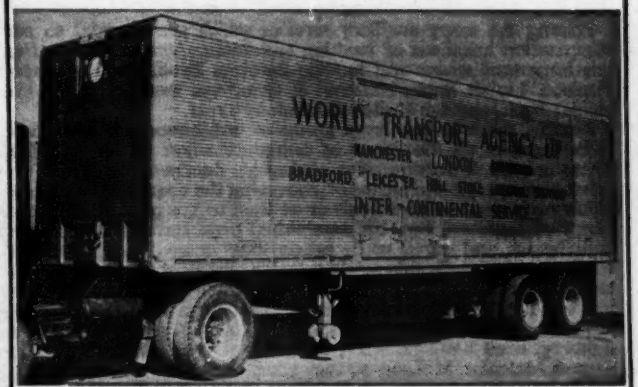


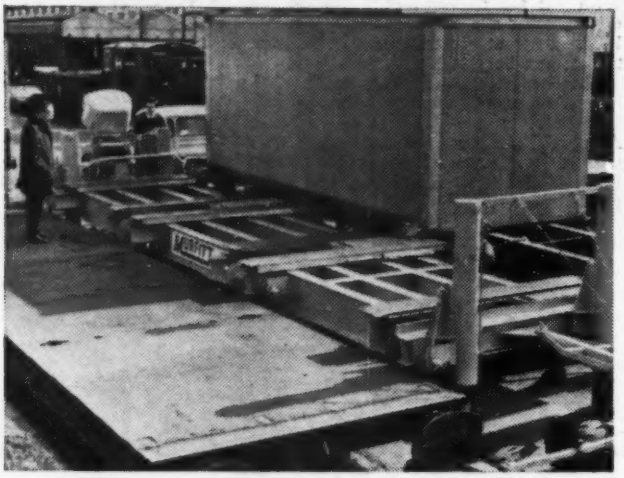
Beneagles Scotch whisky in a MacPak container being loaded aboard the Swedish Lloyd 9,000-ton freight, passenger and car ferry 'Patricia' at Southampton for shipment to Bilbao. Some will be sold over the bar of Santander's new international club, which has been named the Beneagles 502 after the whisky. Plans are in hand for more Beneagles clubs in Spain, and each will feature the Perth firm's trade symbol, a soaring Scottish eagle.

Ask WORLD TRANSPORT first!



Head Office
20-22 EMERSON STREET, LONDON, SE1
Telephone 01-928 6996 Telex 28401

INTERNATIONAL CONTAINER EXHIBITION, *continued*



The container side transfer unit developed by R. Murfitt Ltd. gives fast and simple mobility of containers between railcar and road trailer, trailer and loading or unloading bay, etc. Hydraulically powered cable driven connectors enable transfer operations to be made from both sides of the completely self-contained unit. In addition to the railhead, dock or container port fully mobile side transfer unit, a roadgoing version is also available. Both types can be used in conjunction with Murfitt container parking legs.

Bristol, Clyde and Leith will also have representative stands at Olympia. The Clyde Port Authority plans to bring its new Greenock container terminal into operation later this year, and it will be equipped with two 35-ton Stothert & Pitt transporter cranes, each costing £200,000. The Forth Ports Authority is currently building an ambitious new docks system to accept bigger ships, and a container port is part of this massive development.

Because the tendency is to carry bigger and heavier containers it is only natural to think mainly of the means of carrying such weighty bulk, and to do so as cheaply as possible. But this does not necessarily rule out air transport. Some goods can be bulky but light. Others require extremely rapid delivery over many thousands of miles. Another exhibitor, British Overseas Airways Corporation, will be showing how this too can be done on a world scale in conjunction with BOAC's Commonwealth partners. BOAC's appointed cargo agents can offer time-saving advice on packaging, documentation, insurance and warehousing.

Ancillary services

Among the many ancillary services which are essential to containerization are those of banking and finance, and exhibitors from this important sphere will include Barclays Bank, Barclays Export Finance, Lloyds Bank, National & Grindlays Bank, National Provincial Bank, and the United Dominions Trust.

Finally, there is one large group of exhibitors whose expertise links together all the facets of containerization so far described. These are the firms who offer packaging, documentation, and very often also operate the means of conveying the containers on wheels, either on a door-to-door basis or at least to the port of departure. Many of these are very old established organizations which began with horses and carts, while others have created new specialized businesses to handle this modern traffic. Either way, they have had to think out the problems of making containerization a viable proposition for their clients the exporters and importers.

The container revolution was born in the youngest transport industry, road haulage, when after the war an American trucker named Malcolm McLean started transferring unit loads from his trucks to ships working the American coasts. Another pioneer was a British firm, the Transport Ferry Service, which introduced freight ferries between Preston and Northern Ireland in 1947 which carried no loose cargo, only unit loads.

At the same time, British Rail – recognizing the tremendous opportunity offered by containerization – has seized on the fact that containers are ideally carried by rail. We are all familiar with the controversies over the liner trains and the commendable determination of British Rail to give a lead in container rail transport is shown by its exhibition theme 'Europe's most advanced container operation'. This, of course, refers to the famous Freightliners which have given British goods trains a truly revolutionary new look.

Freightliners are now operating on about 30 main routes, some connecting with shipping services to Ireland and also to the Continent via Harwich, and by the end of the year the number will have doubled. New additions in 1968 are to include a through Freightliner service to Paris via the Dover/Dunkerque train ferry. (Both British Rail and the French Railways will be exhibiting.) There will also be new direct services linking main industrial centres with the regular sailings of British Rail's new container ships to Zeebrugge and Rotterdam. Freightliner containers, wagons and handling gear are all designed to ISO standards so that the railways can play a leading role in moving Continental and deep-sea containers in train loads between ports and the inland customs clearance depots now being set up.

While it may seem that there is a certain amount of competition between road and rail transport it is possible for both means of carriage to be used for different stages of the journey, the container simply being transferred from train to lorry trailer or vice versa. Channel Road Services, for example, bring goods down from Scotland to London by Freightliner after which they continue their journey by TIR 8 metre flats, using the roll-on/roll-off ferry routes to the Continent. Channel Road Services (a member of the Hay's Wharf group) took delivery of its first consignment of 20 ft. containers in February this year. The company has its own inland Customs clearance depot in London. Hay's are exhibiting mainly in the name of Hay's International Services Ltd. which is a group of companies which offers a complete manufacturer to customer export distribution service. This very broadly based service includes export packing, container design and manufacture, post-production processing, road transport and storage.

Advantages of containerization

Another service to the Continent is offered by Unit Loads Ltd., first firm to start door-to-door container shipping from Felixstowe. They also use both road and rail to convey containers to their ultimate destinations. Loads go part way by Freightliner, and part way on the company's own road vehicles. They even go so far as to offer part load services to small users. Unit Loads run 13 different sizes of TIR containers, trailers and flats, ranging from 7 ft. 6 ins. to 33 ft. long. The containers are shipped from Felixstowe to Rotterdam by the Fisher Line nightly service.

Inevitably in this London exhibition visitors will find the British pioneers of unit loads, The Transport Ferry Service. Today, all their vessels are equipped as container carriers. Customer's goods are packed at his factory, and carried right through to their final destination on the same truck, arriving in a matter of hours instead of days. The TFS service operates on three routes: Tilbury to Antwerp/Rotterdam; Felixstowe to Antwerp/Rotterdam; and Preston to Larne/Belfast.

Similar operations to be demonstrated at Olympia will include Transflash Units' unit load services to Ireland, Scandinavia and the Continent. Visitors will also see the wide variety of services offered by MAT Transport, one of the first container owner/operators, which includes rail ferry and groupage to the Continent, and international TIR road transport. As container owners/operators, MAT Transport have developed several novel types of container, all conforming to ISO specification.

This survey has attempted to highlight some of the activities and products of many of the 120 or so exhibitors who will be participating in the exhibition. Sufficient has surely been said to show how containerization fits into the pattern of Britain's economic progress. It is not something that may come about in the hazy future, but a revolution that is happening in our daily lives. Not to take advantage of it, fully and profitably, is to be left among the boys. The advantages of containerization will be plain to see at Olympia during the last week in May.

Admission is by ticket only, and tickets may be obtained from exhibitors or direct from Mack-Brooks Exhibitions Ltd., 96 Hatton Garden, London, E.C.1 (Tel. Holborn 5171).

The Container Symposium at the Royal Garden Hotel is limited to 600 delegates, and details are obtainable from Mr. Sam Black, London Chamber of Commerce, 69 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

Also associated with the exhibition will be tours for visitors and delegates to the Symposium. These are being run by Independent Trade Missions, 25 Queen Anne's Gate, London, S.W.1. Three choices are offered: 1. United Kingdom sea, air and rail terminals; 2. Continental sea and air terminals; 3. Visits to United Kingdom manufacturers of containers and container handling equipment.

Docks Board ports have advantages for unit load shippers

The Docks Board are playing a major part in the unit load revolution. They can offer special facilities and services at many of their nineteen ports, all conveniently close to the centres of industry.

As part of the £71 million development programme for Docks Board ports many new roll-on/roll-off and container services have been introduced in the last three years.

At Hull, for instance, five new berths operate seven unit load services to Scandinavia, Holland and Germany.

At Southampton, there are roll-on/roll-off services to France and Spain. And a new bonded container depot is speeding customs clearance for the whole port.

In all there are 11 roll-on/roll-off terminals at five Docks Board ports. Over a million tons of unitised cargo was handled in 1967, including 50,000 containers.

New facilities and services are on the way. Southampton's new deep sea container berth for trans-ocean services will be operational at the turn of this year. Swansea is building a new roll-on/roll-off berth for services to Eire, opening spring 1969.

Container Handling at Southampton

Whether your cargo goes palletised, trailer load on flats or in containers the Docks Board offers you fast, efficient handling and service to all parts of the world.

Call the Commercial Officer nearest to you and he will give you some details to your advantage. Name your cargo and its destination and he will tell you through which ports you can get it in or out of the country most economically and speedily.

Marketing Manager, British Transport Docks Board, Melbury House, Melbury Terrace, London N.W.1. Telephone: 01-486 6621.

Commercial Officer (West Riding), British Transport Docks Board, 10-12 East Parade, Leeds 1. Telephone: Leeds 34448. Telex: 557226.

Commercial Officer (Midlands), British Transport Docks Board, Canterbury House, 85 Newhall Street, Birmingham 3. Telephone: Central 1717. Telex: 338669.

Roll-on/roll-off at Hull

British Transport Docks Board
A NATIONWIDE PORTS SERVICE

HUMBER: HULL, GRIMSBY, IMMINGHAM, GOOLE. **EAST COAST:** KING'S LYNN, LOWESTOFT. **SOUTH COAST:** SOUTHAMPTON, PLYMOUTH. **SOUTH WALES:** NEWPORT, CARDIFF, BARRY, PORT TALBOT, SWANSEA. **WEST COAST:** GARSTON, FLEETWOOD, BARROW, SILLOTH. **SCOTLAND:** AYR, TROON.

Stand 40, International Container Services and Equipment Exhibition, Olympia May 27-31.

containerisation to Australia ACT now

In 1969 ACT will bring the container revolution to the Australian run. They will take care of everything—all documentation, customs clearance, insurance, road/rail/sea transportation. Container packing and goods packaging advice free. Safe, speedy, economical delivery guaranteed from your door to your customer's. And a regular weekly sailing. For more information, read on.

80% of the world's cargo will be containerised by early 1980's. That's what one leading firm of consultants has estimated. ACT have anticipated the trend: ships, sea terminals and depots are already under construction. Tilbury Docks, London, will be the leading ocean container port in Britain—and as advanced as any port in the world.

How will ACT operate?
ACT–comprising Ben Line, Blue Star Line, Cunard, Ellermans and Harrison Line–is a new multi-million pound operation specialising in container cargo handling. Its weekly container service between London and Australia in 1969 results from a joint ship schedule with O.C.L.
The big advantage for the exporter is that all he need do is contact ACT once–and leave the rest to them. All his documentation is done by ACT on one Through Bill of Lading; economical door-to-door cargo delivery is guaranteed.

How speedy?
By conventional methods average door-to-door delivery time from the U.K. to Australia is fifty days. By ACT, two weeks less!

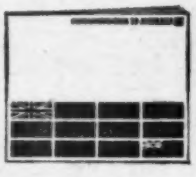
Apart from the speed, what other advantages does ACT offer?
Quite a few. Your goods can be loaded and sealed on your premises or at a nearby containerbase–no costly export packing or delays.
The container is then transferred directly to a ship, still sealed–no pilferage, no possibility of goods going astray. Handling is substantially reduced, so the chance–and cost–of damage is greatly reduced. Refrigerated containers, closely temperature-controlled at all times, are available.

Teams of advisers available free.
They can not only tell you how best to pack the containers, but also advise you, if you wish, on the most suitable form of packaging for your particular product.
Great savings can be made by the use of lighter packaging and the ability to exploit the container cubic capacity to the full.
And if you want free cost-comparisons between containerised and conventional cargo, just ask. ACT specialists can give you a quotation which will cover the complete transit from door to door. The ACT advisory service is also available, if required, to your consignees.

Computer techniques.
All cargo and container information will be processed by computer, up-dated every 24 hours, maintaining a continuous record of exactly where every shipment is at a given time.

Strategically placed Containerbases.
ACT aim to bring the port, or collection point, as close to you as possible. Inland Containerbases are being set up. These will be around the periphery of London and initially at Birmingham, Liverpool, Leeds, Manchester and Glasgow. Full customs facilities will be available.
Small quantities of goods can be collected from your factory and packed with other part-loads, by ACT experts, to make up a container.

This brochure tells all. Send for your copy today



Associated Container Transportation Ltd

14, Fenchurch Avenue, London, EC3. Tel: 01-481 8361
Telegraphic Address: Linercon, London, EC3

INTERNATIONAL CONTAINER EXHIBITION, *continued*

Features from the stands

Below and on succeeding pages are illustrated a selection of the wide variety of containerization equipment which will be displayed on the stands. Space precludes mentioning the products of every exhibitor.

Always Welding Limited

The exhibit, consisting of a dual-purpose container for the carriage of either liquids or solids, takes the form of a collapsible box-type pallet fitted with an internal flexible tank. With the tank filled, the structure becomes a rigid, easily-slung container for liquids. With the tank empty, and collapsed into the double floor of the container, three containers occupy the space of one filled, or the pallet surface is available for normal packaged loads. Various types of material are supplied for bag construction, suitable for different liquids, and in addition, it is possible to incorporate heating-coils in the base of the bag for liquids which need heat during transit. The A.W. principle is equally adaptable to a truck body, and a number of containers, built into the truck floor, would provide liquid transport (or even a mixed load) in one direction, with a flat platform body for the return journey.

W. & T. Avery Ltd.

Equipment specifically designed for weighing and recording the axle loads of container traffic will be the central theme of this stand. Exhibits include both portable and fixed axle-weighers and a new printer indicator for use with weighbridges. Information will also be available from the stand on the range of extended-length mechanical-lever and load-cell weighbridges Avery have developed for weighing road and rail vehicles carrying ISO modular containers.

Another exhibit is an indicating system fitted with the new Avery stepped-disc printer, which will be arranged to print eight codes, consecutive numbers and up to 5,600 14lb. increments of weight on tickets and 31-line forms. The indicator – which can also be used wtih load-cell weighing systems – will have an initial capacity of 7-ton by 28lb. divisions and incorporate four additional ranges to increase the reading range in steps up to the full 35-ton capacity.

Baxter Hoare and Co. Ltd.

The services available for importers and exporters will be demonstrated. The firm's knowledge is based on nearly 100 years of continuous service as shipping and forwarding agents. In recent years it has expanded its facilities and now offers a comprehensive range of services from offices, depots and warehouses in London, Felixstowe, Hull, Liverpool, Manchester, and at the London, Manchester, Southend and Newcastle airports.

W. P. Butterfield (Engineers) Ltd.

Manufacturers of container tanks the firm's experts will be available to discuss the construction of road tanks – a simple replacement in mild steel, or a totally new design for greater efficiency and safer handling, or even a cryogenic tank to carry some exotic fluid at unimaginably low temperatures, the benefits of correct axle loading, tailoring the tank to the chassis or tractor unit, selecting the appropriate metal or what special attachments might be needed.

British Transport Docks Board

One of the most striking features of the stand will be the 'Hall of Mini-Models' in which are displayed 10 brilliantly illuminated models of container and roll-on/roll-off terminals already in existence or under construction at eight of the Board's 19 ports. The

(*Continued on next page*)

INVESTMENT GRANTS OFFICES

Advice on the working of the investment grants scheme and copies of applications forms can be provided by the following offices of the Board of Trade:

BILLINGHAM: Queensway House, West Precinct, Town Centre, Billingham, Co. Durham. Tel.: 0642 53677. Telex: 58608. Answer Back: INGRA BILLHAM.

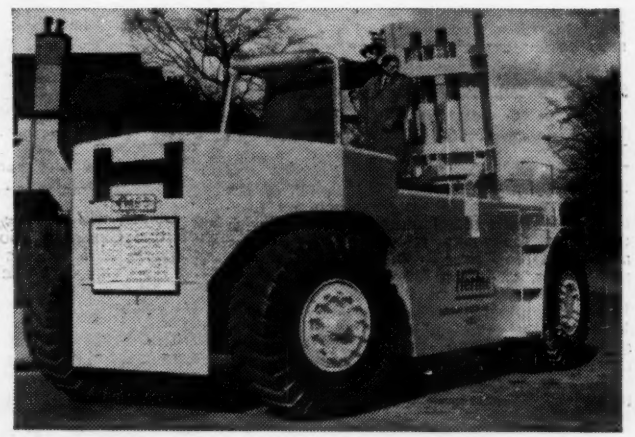
BOOTLE: St. Peter's House, Stanley Precinct, Bootle 20, Lancashire. Tel.: 051-922 4030. Telex: 627162. Answer Back: INGRA BOOTLE.

CARDIFF: 24-26 Newport Road, Cardiff, CF2 ISY. Tel.: 0222 42611. Telex 49538. Answer Back: INGRA CARDIFF.

GLASGOW: Magnet House, 71 Waterloo Street, Glasgow, C.2. Tel.: 041-221 9833. Telex 77583. Answer Back: BOT GLASGOW.

SOUTHEND: Colman House, Victoria Avenue, Southend-on-Sea, Essex. Tel.: 0702 41341. Telex: 99288. Answer Back: INGRA SOUTHEND.

All requests for information and application forms for computers and ships should be addressed to Southend.



Claimed to be one of the largest forklift trucks in the United Kingdom, a 25-ton capacity Henley 'Hermes' which is in service at the Hull-based Ellerman's Wilson Line Ltd. at the King George Dock container terminal. The unit will be used for handling containers in the three-times-weekly Hull-Gothenburg service operated by Wilson Line in conjunction with Svea Line, Stockholm, with the passenger-car-container ships 'Spero' (7,000-ton gross) and 'Svea' (8,000-ton gross). It augments Wilson's large fleet of forklifts at the terminal and has been acquired in order to cater for the increasing number of containers being shipped in the service. Measuring 256 in. (minus forks) by 140 in., the truck is one of the new 'Hermes' series manufactured by Henley Forklift Co. Ltd., of Birmingham, having capacities of 20, 25 and 30 tons at 48 in. load centres.

INTERNATIONAL CONTAINER EXHIBITION, *continued*

models, all made to a scale of 1 : 720, show the relevant facilities in three dimensions in colour, set on a white and black plan of the surrounding dock area, with water in blue and lit from beneath.

Elsewhere on the stand will be a number of graphic displays, some of them animated, demonstrating the Board's already wide experience and advanced thinking in the field of containerization. In addition to illuminated transparencies and monocrome photographs of the existing facilities at the Board's ports, there are plans and diagrams illustrating current developments, with particular emphasis on Southampton and its new deep sea container terminal due to be completed in a matter of months.

The Bloxwich Lock & Stamping Co. Ltd.

A company who are in association with Eberhard Manufacturing Coy., of Ohio, Cleveland, United States, for the manufacture of container and trailer hardware and have specialized for over 50 years in the research, development and manufacture for the automotive, aircraft and allied industries. The firm will offer the container industry the developments of both the United States and British industry. Their present range of door locking mechanisms, door holders, door hinges, etc., offer the ultimate in strength and security and satisfy the requirement of BS.3951/1967, for use in temperatures as low as minus 40° C. All door locking mechanisms are fully anti-rack and can be supplied in any finish.

The Brockhouse Organization

The exhibit is designed to illustrate the range of equipment produced within the group for the cargo-handling industry, and will comprise exhibits by member companies. These will include a new 'Expediter' dual-purpose container trailer designed for the transport of both 20ft. and 30ft. ISO containers; a new FLL torque converter transmission designed for use in medium range fork-lift trucks, and similar applications; a selection of skate wheels as fitted to roller conveyors; and a selection of steel corner castings for containers.

SNCF, CNC/British Rail

French Railways (SNCF) and Compagnie Nouvelle des Cadres (CNC) together with British Rail are showing a variety of services to the exporter and improved links to and throughout Europe. The introduction of the new direct Freightliner service between London and Paris is featured together with details of the many roll-on/roll-off services available from Dover to Dunkerque, Boulogne and Calais, and from Newhaven to Dieppe.

The new French container ship for the Harwich-Dunkerque route, due in service in 1969, is illustrated and French Railways are showing their Novatrans service, including the Kangaroo truck.

CNC are showing a 20ft. standard container with side as well as end doors.

Cunard-Brocklebank

The stand will emphasize the announcement that from the autumn of 1969 the firm will be operating, through the Atlantic Container Line, their new roll-on/roll-off container service from three British ports to the United States, and will draw attention to the advanced and comprehensive container service that they already offer. A feature of the new Atlantic Container Line fleet will be its combination of roll-on, roll-off and lift-on, lift-off handling methods.

Central Containers Limited

Among the exhibits will be one of a range of trailers for use in the field of freight handling, 20ft. and 30ft. steel containers, a range of the group's products, and a description of its activities in the industrial and consumer durable goods field.

Mr. Tom Davies and Mr. Jock Crosby of the despatch department of Parnall's factory in Yate, Glos., pack a DT67 tumbler drier for export to Australia. The consignment, part of a large initial export order, was despatched in a container provided by Overseas Containers Limited. OCL, who start an integrated through-transport system between the United Kingdom and Australia early next year, are now carrying out a series of container shipment experiments with a number of large United Kingdom exporters.

Charrold Limited

On show will be a steel container designed and constructed for specialist application. The Mechanical Handling Division of the company is currently putting considerable thought into the design and manufacture of container handling systems for bulk commodities. The range of specialized containers is suitable for both road and rail freight and is based on Freightliner and ISO requirements but can be of any size to suit a particular application. Designs have also been produced for collapsible containers which would be used for one-way traffic.

Details will also be available on the stand of the Charrold-Ohio all-riveted, frameless, stainless steel box-van semi-trailer constructed by the Charrold Vehicle Division.

EASAMS (an Elliott Automation Co.)

This stand will be equipped with a data terminal, linked to Elliott computers at Borehamwood and Camberley, simulating the type of central information service which could be of benefit to forwarding agents and many other sections of the container transport business.

Also on the stand will be a small Elliott 920 computer which will be working with an electronic tabular display. Equipment of this type is likely to be used by large container clearance centres and similar organizations. A micro-miniature version of the Elliott 920 computer, occupying less than one cubic foot, will also be shown.

Special displays and models will illustrate the approach to any complex project: the examination of the idea, the integrated design of the broad systems concept and the implementation of all stages of the plan. Experts will be on the stand to discuss the application of automation techniques to the work of shippers, forwarding agents, shipping companies, haulage operators, port and airport authorities and to customs operations.

English Steel Corporation Ltd.

The stand will be occupied jointly by the following British Steel Corporation companies: English Steel Castings Corporation and Steel Peech & Tozer. Exhibits will include steel corner castings for container handling applications, twistlocks for securing road and rail containers and deck and hatch cover fittings for marine transportation applications.

A design service is available to customers, recommending complete deck layouts for marine applications. This service is also extended to include road and rail applications where required.

Other exhibits will include Hy-Press 23, a niobium treated steel with a minimum yield of 23 t.s.i. and possessing formability, and weldability comparable to mild steel. A guaranteed copper content increases its resistance to corrosion, Cor-ten steel, a low-alloy, high-strength steel with a guaranteed minimum yield of 20 t.s.i. and resistance to atmospheric corrosion in the order of four to six times better than mild steel, even in marine conditions, and Stronghold, an 18 t.s.i. yield strength steel with a guaranteed copper content ensuring greater corrosion resistance.

These materials are exhibited in the form of complete container end-frames and in cold formed or press-braked sections suitable for incorporation into container frames.

Geest Industries Limited

The Geest Container Service to the Continent operates two container ships daily between Ipswich and Maassluis in Holland. Goods can be collected from anywhere in Great Britain and delivered to a customer within a 250-mile radius of Rotterdam in 48 hours. The containers are 8ft. square and have a maximum cargo load of 4 tons or 445 cubic feet, whichever is the greater. Both insulated and standard containers with roller blinds or aluminium doors are available.

(*Continued on page xix*)

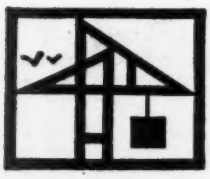
COME FORTH to Scotland

FORTH PORTS AUTHORITY

STAND 101

LEITH, GRANGEMOUTH, GRANTON, BURNTISLAND, METHIL, KIRKCALDY . . .

the six Forth ports now formed into one integrated port complex. First in Britain with a Container Terminal, first in Europe with two Container Cranes, best placed to serve Container, Tanker, Bulk and general cargoes to and from Scotland.



FORTH PORTS AUTHORITY
TOWER PLACE, LEITH,
EDINBURGH 6.

INTERNATIONAL CONTAINER EXHIBITION, *continued*

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(Continued on page xix)

COME FORTH to Scotland

FORTH PORTS AUTHORITY

STAND 101

LEITH, GRANGEMOUTH, GRANTON, BURNTISLAND, METHIL, KIRKCALDY . . .

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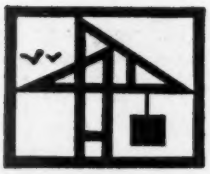


FORTH PORTS AUTHORITY
TOWER PLACE, LEITH,
EDINBURGH 6.

New ship! New dock! New deal!

New ship

When ss American Lancer, largest and fastest container-liner on the Atlantic (700 ft. long, 32,000 tons displacement, 1,200 containers), docks at Tilbury later this month, it will not only be the end of a maiden voyage but the beginning of a new era in freight transport.

New dock

Berth 40 at Tilbury is entirely new and specifically designed and equipped to handle the enormous traffic envisaged for the American Lancer and her sister ships in the weekly London–New York service.

New deal

The arrival of the American Lancer will mark the beginning of a completely new deal for shippers and forwarders which will cut their distribution and transportation costs by the use of door-to-door or groupage depot-filled containers. The waiving of port charges at Tilbury for container traffic will make shipment through the port attractive even if your cargo originates in the Midlands.

For full details call your forwarding agent, or give us a ring
United States Lines
Head Freight Office: 38 Leadenhall Street, London, E.C.3. 01-709 9288/9. Telex 884358

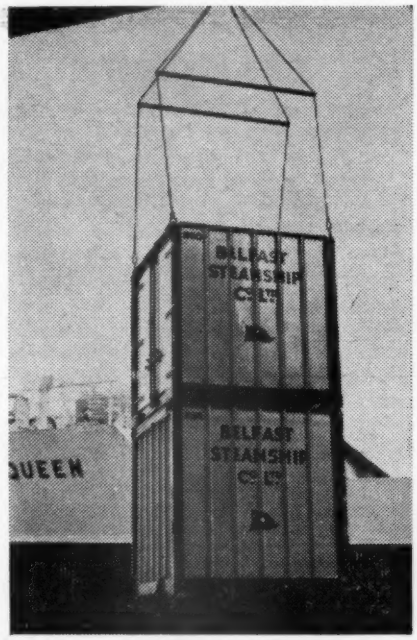
INTERNATIONAL CONTAINER EXHIBITION, *continued*

Gloster Saro Ltd.

The firm who claim to be Europe's leading manufacturer of light alloy road tankers, is scheduled to exhibit a 3,960-gallon capacity, bulk liquid carrier. This 6ft. 8in. diameter container, filament wound in glass reinforced plastic, has been manufactured to ISO specifications and weighs less than 2½ tons.

Hands Trailers Ltd.

The exhibits will include the Hawker Siddeley 'Checkweight', a portable weighing unit (manufactured by S. G. Brown Ltd., another Hawker Siddeley company, and marketed by Hands) for checking axle loads; a 40ft. long dual-purpose container carrier; an ISO 30ft. long freight flat, a cruciform container carrier; and an example of a detachable running gear with Hands/Neway suspension.



Two 'Twinlift' containers which can be coupled permit multi-stacking or double lifting by ordinary crane being loaded aboard ship at Liverpool Docks. Designed and built by Bonallack Freight Containers Limited, Paycocke Road, Basildon, Essex, England.

High Duty Alloys Ltd.

The company will be exhibiting aluminium alloy extrusions and forgings produced for container construction.

HWP Engineering Co. Limited

The company has been producing trailers and semi-trailers for about three years at their Doncaster factory, and in August of 1967 launched the container division which has been steadily expanding since that time. The two containers on show at the exhibition are an aluminium container of standard ISO 20ft. size, and a stainless steel 4,000-gallon capacity tank container also 20ft. long, both being mounted on a 40ft. composite trailer unit, fitted with the HWP patented retractable twistlocks.

In addition to standard containers, insulated, refrigerated and 'specials' to meet individual requirements, the company are able to offer many forms of tank containers for all applications and in a variety of materials.

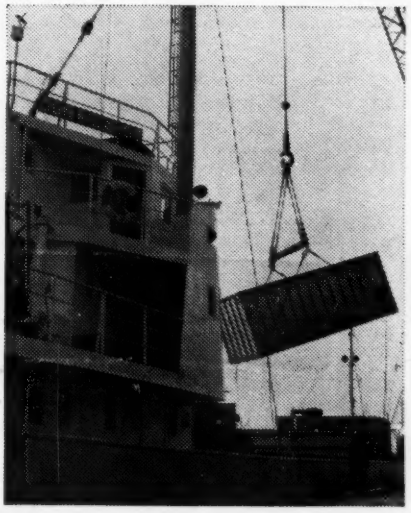
High Duty Alloys Ltd.

The exhibit on this stand will include examples of aluminium alloy extrusions and forgings produced for the construction of containers. The extrusions on display will be in medium and high strength alloys. In addition they will be showing extruded flooring, and snap-lock section for body building. Incorporated in the stand design will be another development showing aluminium alloy railing for highway parapets and pedestrian control points.

The forging display will show various container and road transport fittings such as hinges, rope hooks and carrier brackets forged in aluminium alloys.

Highway Trailers (Great Britain) Ltd.

Exhibits on this stand will include the Highway Tanden axle container carrying semi-trailer model 3002RFX. The semi-trailer is designed as a flat platform with raised side raves and 2ft. forward braced headboard. Lightweight construction techniques are used and the design incorporates a 22mm. plywood floor. Retractable twistlocks fitting flush with the floor of the semi-trailer are positioned to suit ISO freight containers of 20ft. and 30ft. in length. The twistlocks are fitted to robust bolsters capable of supporting the entire weight of the container over the four corner castings. The leg gear on the semi-trailer is outrigged to give maximum stability. The semi-trailer is plated to 30 tons gross train weight.



Astos roofing – an asbestos-based felt manufactured by The Ruberoid Company Ltd. at its Granton, Edinburgh factory – leaving Leith Dockyard bound for Ruberoid stockist Revisma in Antwerp by a new route which is cutting down total transport time from factory to customer from 5/6 days to as little as 48 hours. Instead of making the journey by road to London and then travelling by sea to Belgium, the rolls of Ruberoid Astos roofing are loaded into MacVan containers at Granton and hoisted aboard the Gibson-Rankine Line's 'Don Ricardo' container ship at Leith for shipment to Antwerp. Apart from the considerable saving in delivery time, containerization ensures that the products reach their destination in as good a condition as when they leave the Scottish production plant.

Interconsult (London) Limited

Manufacturers of bulk transporting equipment, and a member of the Kockum Group, the firm will show designs which include a 20ft. steel all-welded container, a 20ft. insu-

(*Continued on page xxi*)

"MEET THE PROFESSIONALS"
ON
STAND 38
INTERNATIONAL CONTAINER SERVICES AND EQUIPMENT EXHIBITION
OLYMPIA MAY 27th-31st 1968

COME ALONG AND TALK TO OUR 'Man on the Spot' FROM:
HOLLAND, BELGIUM, FRANCE and WEST GERMANY—

if you wish to know all there is to know about efficient Inland Customs Clearance, coupled with trailer and container services to the Continent for both full loads and Groupage consignments. Our representatives from all over the Continent will be gathered together in order that you may take advantage of their unrivalled experience in this field. They will show you how Baxter Hoare saves you time, packing and costs and effect immediate clearance through their own Inland Customs Clearance Depot.

BAXTER HOARE & CO LTD
INTERNATIONAL SHIPPING & FORWARDING AGENTS
145 Borough High Street, London, S.E.1.
Tel: HOP 4455 (30 lines) Telex 24375

BRANCHES: LIVERPOOL, MANCHESTER, HULL, BIRMINGHAM, FELIXSTOWE, IMMINGHAM, SOUTHAMPTON
Air Freight Division: London Airport Heathrow, Manchester Airport, Southend Airport, Newcastle Airport

Regional Organization of the Board of Trade

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Trunk Dialling Codes and Telex Numbers of the Regional Offices of the Department are given below

Northern Region
Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TJ. (Tel. Newcastle 27575. Code: 0632 27575. Telex No. 53178.) Sub-Office for Cumberland and Westmorland: Town Hall, Cockermouth, Cumberland. (Tel. Cockermouth 3498/9.)
R. Wood.

Yorkshire and Humberside Region
City House, New Station Street, Leeds, 1. (Tel. Leeds 38232. Code: 0532 38232. Telex No. 55472.)
E. Atherton.

Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 6271. Telex No. 25991.)
F. Lacey.

London and South Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 4355. Telex No. 25991.)
P. B. Hunt.

South Western Region
The Pithay, Bristol 1. (Tel. Bristol 21071. Code: 0272 21071. Telex No. 44214.)
L. I. Macbeth.

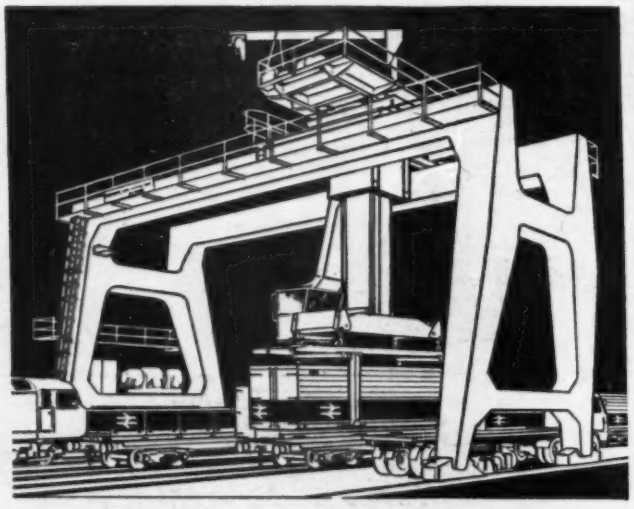
Wales
Government Buildings, Gabalfa, Cardiff, CF4 4YL. (Tel. Cardiff 62151. Code: 0222 62151. Telex No. 49267.) North Wales District Office, Government Buildings, Dinerth Road, Colwyn Bay, Denbighshire. (Tel. 0492 44261.)
I. Gray.

Midland Region
Five Ways House, Islington Row, Birmingham, 15. (Tel. Birmingham Midland 8221. Code: 021, 643, 8221. Telex No. 33702.)
J. F. J. Jardine.

North Western Region
Sunley Building, Piccadilly Plaza, Manchester, 1. (Tel. Manchester Central 2171. Code: 061. CEN 2171. Telex No. 66104.)
N. S. Belam.

Scotland
314 St. Vincent Street, Glasgow, C3. (Tel. Glasgow City 2855. Code: 041. CIT 2855. Telex No. 77583.) District Office: 29a High Street, Inverness. (Tel. Inverness 30867. Code: 0463 30867.)
P. J. L. Homan.

Northern Ireland
Ministry of Commerce (Northern Ireland), 21 Linehall Street, Belfast. BT2 8BY. (Tel. Belfast 34488. Code: 0232 34488. Telex No. 74578.)
H. E. Jones, C.B.E.



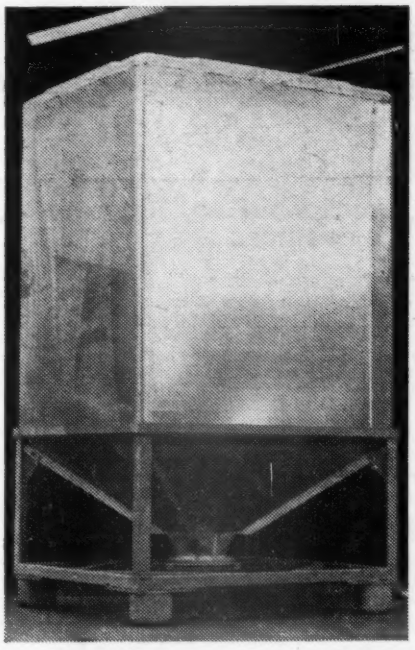
Herbert Morris are ready for every development in container handling

Herbert Morris Ltd. in collaboration with British Rail Board Engineers found the solution to the container freight handling problem. Backed by their experience in this field – and nearly a century of experience in mechanical handling of every type – Morris have now developed the smaller specialized equipment needed to handle containers at every stage of the operation. Wherever containerized freight operates, Herbert Morris will be playing a big part.

HERBERT MORRIS LIMITED
P.O. Box 7, Loughborough, Leicestershire.

Herbert MORRIS Limited

Manufacturers of the finest hoists, cranes and handling equipment in the West



New 80 cu. ft. capacity 'Eurobin' aluminium hopper bottom container from Impalco Container Services, the Container Division of Pressoturn Ltd., Leamington Spa, provides a simple and flexible method for the movement and storage of a wide range of granular and powdered materials. 'Eurobins' are also available in 50, 100 and 120 cu. ft. capacities.

lated container, and a 20ft. bulk powder container, built to the relevant ISO requirements. The manufacture of Interconsult containers, which is being progressively stepped up in an up-to-date plant to an output of 4,000 a year, includes 10ft., 20ft., 30ft. and 40ft. ISO dry cargo containers in carbon steel and also in high tensile lightweight corrosion resistant corten steel. Plywood or insulated linings can be fitted, and containers are fitted with side doors and top openings. The use of high tensile corten steel makes it possible to reduce the weight of a conventional 20ft. steel container by 800lbs. and Interconsult offers what is probably the lowest in weight and highest in corrosion resistant all-steel container of 20ft. at a weight of a little over 4,000lbs.

Docks and Harbour Board

A 30ft. high replica of the Port of Liverpool Radar Navigational Tower will be shown for the first time. The main feature of the exhibit will be a large detailed model of the new £33 million dock extension project at Seaforth. The new dock will have at least three container berths and support areas specially designed for container traffic in the deep sea trades and seven other berths for both general and specialized cargoes, such as packaged timber and bulk grain. The model will also include the existing Gladstone Container Terminal, which is now in service pending the completion of the Seaforth project in the early 1970's.

MAT Transport Ltd.

Among the exhibits on show will be 20ft. and 30ft. containers with open-side loading doors with access widths of 17ft. 10in. x 6ft. 7in. and 13ft. 6in. x 6ft. 7in. respectively, 20, 30 and 35ft. 'reefers' (gas coolant), 'open-tops' of 20, 30 and 40ft., with removable end-bar to allow free access by gantry crane, 'Tiltainers', Half-heights, SAL-wall and other refinements.

York Trailer Co. Ltd.

For the first time since the opening of a brand new £¼ million automated manufacturing plant at Northallerton, York are showing examples of a new line-up of ISO containers. Besides the popular standard all steel York unit there is a new aluminium container in 20ft. form with the remarkable weight of only 1 ton 6¼ cwts., 2,968 lb., 1,385 kilos. Another new exhibit is the 'Tanktainer' – a 4,000 gallon stainless steel single compartment tank within a steel ISO frame, 20ft. x 8ft. x 8ft. Additionally the firm have n show a 20ft. open top steel container for overhead gantry loading and a 30ft. 'Side-loader' with a completely clear opening all along one side.

A York Skeletal trailer for British Road Services is also shown, fitted with a new handling system devised by York.

A consortium of leading British shipping lines is preparing to launch a special service to and from Australia early in 1969, with fast ocean vessels which will carry general cargo, in containers.

A 20 ft. container containing 20 tons of Alka-Seltzer is seen being loaded at the factory for the Australian company Miles Laboratories ANZ Melbourne, Victoria. This container will be loaded on to the vessel at London Dock and will be conveyed direct to Miles' Melbourne warehouse, without further handling.

R. Murfitt Limited

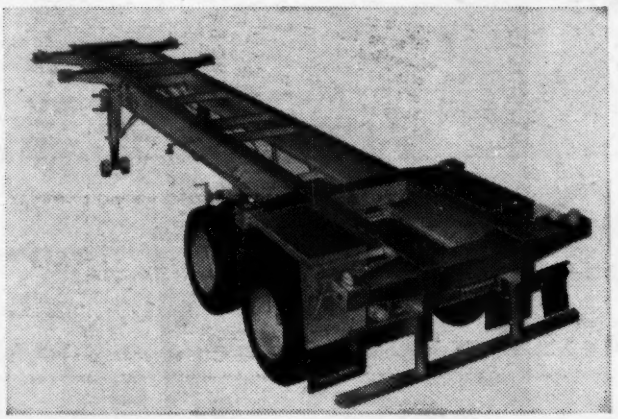
Three units from the range of container handling and transporting equipment designed and produced by R. Murfitt Ltd. of Wisbech, Cambs., will be exhibited. The main exhibit is the side transfer unit for containers and the 30ft. terminal type unit. This is suitable for the transfer of ISO/ASA containers in any 10ft. increment up to 30ft. The production range covers road-going as well as terminal models, handling up to 40ft. containers.

The STU is self-levelling by means of four hydraulic legs which raise or lower the unit to the transfer height required between 3ft. 2in. and 6ft. 1in. These legs are independently controlled so that whatever the ground

(*Continued on page xxiii*)

WORK OF BRITISH STANDARDS INSTITUTION

The British Standards Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products. It has been designated as the focal point for the British change to the metric system, which means that it co-ordinates the details and timing of the change in each industry, apart from re-writing thousands of British Standards in metric form.



The skeletal version of the new 'Expediter' container trailer, Model No. 27 TC, which is designed for the transport of both 20 ft. and 30 ft. containers. The vehicle is also available in dual-purpose platform bodied form and is fitted with the Brockhouse fully non-reactive bogie incorporating a simple lightweight mechanism which balances brake torque and road bump loadings between both axles, eliminating 'wheel-hop' and ensuring maximum tyre adhesion.

you can read the claims or you can talk to us!

(we're not biased about freight)

C and R are Europe's biggest unit load operator. With the largest range and variety of equipment. Located at key points in the U.K. and networked throughout Europe. Able to transport products of any shape or size or complexity door to door from anywhere in Britain to anywhere overseas. In containers, in flats, in trailers and in safety. With all the benefits of our all-inclusive door-to-door rate structure... You'll see the advantage of C and R size, facilities and experience on both sides of the Channel and the Irish sea. Remember, the most important thing is to do what's right to get your product where it's wanted, how it's wanted. We'll even tell you to send it by rail or air if we think it's what you should be doing.
Get on the phone right now to the C and R office in your area and put us to the test.

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International freighting is our business

Containerway and Roadferry Limited
Head Office: Tower Bridge House, Tower Bridge Rd, London SE1. HOP 4533

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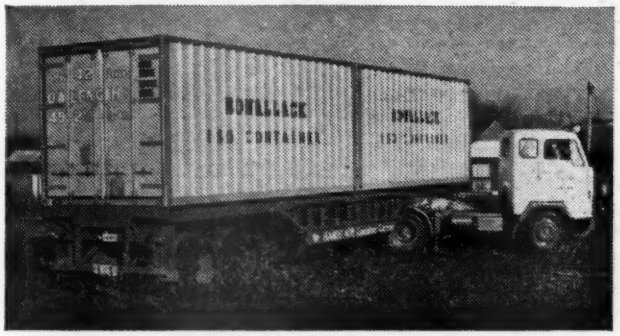
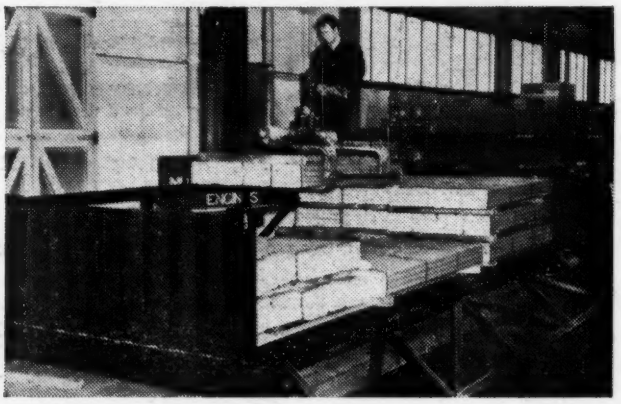
Networked in Northern and Southern Ireland, Austria, Belgium, Denmark, France, Finland, Germany, Holland, Italy, Norway, Sweden, Switzerland.

SPEED YOUR EXPORTS THIS WAY
Big opportunity for today's exporters
Many industries use pallets as a means
clearing production lines so that the good
can be taken and put into storage. If th
same pallet units can be taken from stoc
and delivered to customers oversea
without the necessity for repacking o
putting into further crates or containers
the savings are obvious.
Send your exports packin
AFECONTAINER w
IT'S FASTER BY
SPEEDFREIGHT
Standard fork-lift trucks can be used
bughout the truck-to-truck system and
pecial handling equipment is required.
of this I find it difficult to under-
why so many exporters are even
ering the possibility of containerizing
argo when most of the equipment
d for the pallet unit load system is
y on hand at their premises and
already packed for export in their
WE BRING THE CONTINENT NEARER
The average weight of an export con- It follows, there
signment is a little over 25 cwt. therefore a consignments
mber of shippers who are in the position some groupa
ull container load is very limited
this is the case, the savings
MODFREIGHT
cuts your distributive c
FASTEST FREIGHTWAY INTO EUROPE
Few people would doubt that con-
tainerized traffic speeds the turnround of
essels in port. Whether or not the savings
Join the container revolution
Palletization itself represents the appli-
cation of these principles since it involves
the replacement of labour that handles
individual packages by an investment in
pallets, fork-lift trucks, etc. This has
generally led to reduced unit costs for
material handling. Containerization is a
further evolutionary step in the application
of these principles of automation. Thus a
container system requires a higher capital
commitment than a palletized system but
because of very high throughput it can
result in lower unit costs than less auto-
RS
LIER

INTERNATIONAL CONTAINER EXHIBITION, *continued*



A dual-purpose container carrier and flat-platform semi-trailer manufactured by Hands Trailers Ltd., a Hawker Siddeley company,



The new 'Metstak' collapsible container being loaded during trials at Dexion. The 'Metstak' has recently been introduced by Metro-Cammell,

surface, the unit's platform and therefore the container can always be held level.

A film will be continuously shown on the stand featuring the Side Transfer Unit in action and also illustrating the Murfitt system of container parking legs. Using this system, containers can be parked on legs away from current dockside, railhead or warehouse activity without tying up the use of a trailer which can then be used to move further containers or for other work.

Petters Ltd.

This stand will feature controlled temperature refrigeration equipment. Regardless of outside temperatures – from tropical heat to arctic cold – automatic pre-set container temperature can be maintained by mechanical refrigeration units. On trans-continental journeys, where considerable variations in outside temperature are encountered, the larger units automatically switch from heating to cooling to maintain the prime quality of perishable cargo.

A range of self-contained mechanical 'Thermo King' transport refrigeration units will be shown, including sea-going units, one of which will be installed on a cut-away ISO container end.

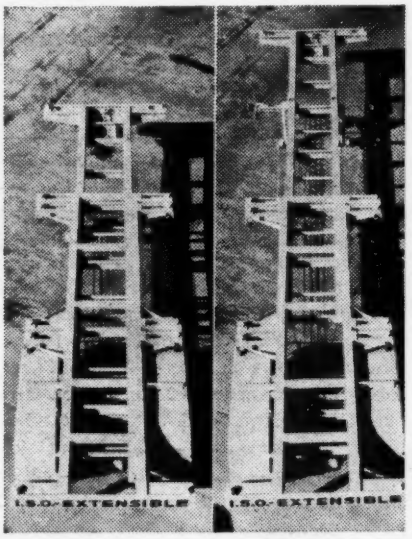
Herbert Morris Limited/Quay Handling Limited

A new double road medium duty container handling crane capable of handling containers of up to 30ft. in length makes its debut on the joint Herbert Morris Limited/ Quay Handling Limited stand.

A Unit Loads Ltd. 30 ft. Tilt and Hoop TIR container of the type currently in use in the service between Britain, Ireland and the Continent. The container is carried on a trailer and tractor owned by Silver Roadways Ltd., one of the parent companies of Unit Loads Ltd., responsible for handling all United Kingdom haulage arrangements.

This new crane which will be demonstrated throughout the exhibition is for general industrial use. It has been designed by Quay Handling Limited of Poole, Dorset, and is being manufactured by Herbert Morris Limited, the Loughborough crane makers.

Included will be the details of the Morris 0—4—0 heavy duty container cranes – 30 of which have been supplied to British Rail for the new Freightliner terminals and the new Morris 10 lane goliath container crane



The British Trailer Co. Ltd. skeletal trailer in its 30 ft. (left) and 40 ft. (right) lengths. Combinations of 10 ft., 20 ft. and 30 ft. containers can be accommodated as well as a single 40-footer.

which has been designed for heavy duty Class 3 or Class 4 operation in large goods depots and rail terminals.

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British film fund agency

THE BRITISH FILM FUND AGENCY has published the following information for the five weeks ended March 30, 1968:

Distributors' earnings submitted:		
High cost films	£929,761	
Low cost films:		
Eligible (after multiplying by 2½)	£25,539	
Not eligible for 2½ times rental	£1,106	
		£956,406
Films of less than 3,000 ft. (after multiplying by 2½)		£52,568
		£1,008,974
Levy collections paid to Agency by HM Customs and Excise to April 15, 1968, together with an estimate of collections approximately covering entertainments for five weeks ended March 30, 1968		£450,750

The fifth interim allocation for the eleventh distribution period will be at the rate of 57 per cent.

New companies registered

BELOW ARE DETAILS of new companies registered in Great Britain during March 1968 showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee:

Nominal Capital	Public Companies	Private Companies	Total
Under £1,000	—	1,080	1,080
£1,000 and under £10,000	—	540	540
£10,000 and under £50,000	—	110	110
£50,000 and under £100,000	—	12	12
£100,000 and under £1,000,000	—	5	5
£1,000,000 and above	—	2	2
Total Number	—	1,749	1,749
Total amount of Nominal Capital	'000's £—	'000's £7,592	'000's £7,592

Companies registered in Great Britain in 1967 and 1968

	1967		1968	
	Number	Nominal Capital £'000's	Number	Nominal Capital £'000's
January	2,085	3,279	1,395	5,721
February	2,293	4,696	1,440	7,323
March	3,155	6,127	1,749	7,592
April	2,516	3,101		
May	2,485	3,508		
June	2,357	5,693		
July	2,406	19,923		
August	2,390	5,413		
September	2,396	4,126		
October	4,091	4,763		
November	3,288	7,067		
December	1,294	8,456		
Total	30,756	76,152		

Film distribution in the United Kingdom

GROSS FILM RENTALS collected by film distributors from exhibitors in the United Kingdom amounted to £21.2 million in 1966, and £19.9 million in 1967. There was no change between 1965 and 1966, and a fall of 6 per cent between 1966 and 1967. This fall was almost entirely due to a 9 per cent drop in the earnings arising from foreign films, British films' earnings remaining unchanged.

Gross film rentals charged to exhibitors for the years ended December 31 (1)

£ million

	1964	1965	1966	1967
British films (2)	9·1	8·2	7·5	7·5
Foreign films	10·2	13·0	13·7	12·4
Total	19·3	21·2	21·2	19·9

(1) Relating to films (other than newreels) registered under Part II of the Films Act, 1960 (which consolidated the Cinematograph Films Act, 1938 to 1960) and any other films (including films of 70 m.m. width and 'Cinerama') meant for commercial exhibition to the public in cinemas or Services stations in the United Kingdom.

(2) 'British films' covers all films (other than newsreels) registered as British under Section 17 of the Films Act, 1960 (which consolidated the Cinematograph Films Acts, 1938 to 1960), or any other films which are 'eligible' within the meaning of Regulation 13 (1) of the Cinematograph Films (Distribution of Levy) Regulations, 1963.

Retail sales in Northern Ireland

STATISTICS PREPARED by the Ministry of Commerce for all retailers show increases of 6 per cent and 7 per cent respectively for January and February on the corresponding months of 1967. These represent a considerable expansion in the value of sales over the 1 per cent increase in the fourth quarter of 1967 and reflect the much publicised pre-budget boom in consume spending. All the main kind of business groups showed substantial increases over the corresponding months of last year.

The index numbers of the value of sales per week have been revised, using information obtained from a larger number of contributors, and rebased on the preliminary results of the 1965 Census of Distribution for Northern Ireland.

Further details may be had on application to Ministry of Commerce, Index of Retail Sales, Room 311, 21 Linenhall Street, Belfast 2 (Tel. Belfast 34488, Ext. 215).

Index numbers of value of sales per week (1965=100) and percentage changes compared with a year earlier

	All kinds of business		Food shops		Non-food shops									
					Total		Clothing and footwear shops		Durable goods		Miscellaneous non-food		Department and general stores	
		%		%		%		%		%		%		%
1966 Year	102		106		99		98		98		102		92	
1967 Year	103	+1	109	+3	100	+1	95	— 3	99	+ 1	103	+ 2	94	+ 3
1967 1st quarter	99	+2	108	+5	94	Nil	88	+ 1	93	+ 2	100	— 3	86	+ 8
2nd quarter	103	+3	111	+3	98	+2	94	— 6	95	— 6	104	+10	88	— 4
3rd quarter	102	Nil	107	+3	98	—1	90	— 5	97	— 2	106	Nil	86	+ 2
4th quarter	110	+1	111	+1	108	+2	110	— 1	111	+11	104	Nil	118	+ 5
1967 January	100	—1	104	+4	97	—4	100	+ 7	99	+ 3	99	—13	85	+ 6
February	100	+5	110	+6	93	+5	81	+ 4	96	+ 4	102	+ 3	81	+12
March	98	+2	109	+4	92	Nil	82	— 8	84	— 2	99	+ 3	92	+ 6
April	103	+2	109	+1	99	+2	89	—10	103	Nil	103	+11	100	— 5
May	106	+4	113	+1	102	+6	94	— 4	94	— 5	113	+16	81	— 7
June	101	+2	112	+7	94	Nil	99	— 3	88	—12	97	+ 4	82	+ 1
July	104	Nil	106	+2	102	—1	96	— 7	93	— 7	110	+ 3	89	+ 1
August	105	+3	110	+4	102	+3	91	— 1	101	+ 2	111	+ 5	88	+ 3
September	96	—3	106	+2	91	—6	84	— 7	97	Nil	95	— 9	80	+ 2
October	102	Nil	105	—1	101	Nil	99	— 1	110	+10	100	— 1	97	Nil
November	103	+2	111	+3	99	+2	101	— 1	104	+ 7	98	+ 2	96	Nil
December	123	+2	118	Nil	126	+3	131	Nil	119	+15	116	— 1	160	+12
1968 January	106	+6	110	+6	104	+6	106	+ 6	119	+21	102	+ 3	91	+ 7
February	107	+7	115	+5	101	+9	89	+10	104	+ 8	110	+ 9	86	+ 7

Exhibitions and Fairs

Opportunities for British exporters in 1969 Mid-west United States trade drive

Mr. W. Pearce, of the Board of Trade Overseas Trade Fairs Directorate, emphasises a point during the meeting. Seated (left to right are) Mr. R. Fell, Under Secretary, Export Policy and Promotion Division, Board of Trade, Lord Brown, Minister of State, Board of Trade, Lord Mancroft, chairman BNEC, United States Committee for Exports, Mr. E. A. Midgley, Minister (Commercial) Washington, DC and Mr. James Heygate, of the British National Export Council.

SOME SALIANT FACTS why British manufacturers should accept an invitation to participate in a concentrated trade drive in the Mid-west of the United States during 1969 were given at a press conference in London on April 23. Organized by the Board of Trade and the British National Export Council the trade drive to which British industry is invited to take part will include 21 major joint venture promotions involving capital and consumer products.

Following an introduction by Lord Mancroft, chairman of the BNEC Committee to the United States, Lord Brown, Minister of State, Board of Trade posed the question – 'Why the Mid-west?'

He said the region had been chosen for a number of reasons: 'The United States market which is Britain's largest single export market – is very large and some focus is needed to ensue that our resources are not dispersed. By concentrating on a single region we expect to get a better return for our efforts.' Lord Brown went on to say that the Mid-west was one of the most important areas of the United States. Chicago, is the second largest city in the States (65 million people live within five hundred miles of the city). The economy of the region is comparable to the economies of single European countries. The Mid-west is an area which does not see as many British businessmen as, say, the North-east coast of California.

'The climate of opinion' he said 'in the Mid-west is now more favourable to foreign economic penetration than at any time in recent history. The opening of the St. Lawrence Seaway and the coming of large modern jet-aircraft have opened new possibilities for international trade. Chicagoans are begining to think about exports and imports almost for the first time.'

In addition to Lord Brown's observations, the following points taken from a Mid-west Fact sheet emphasises the answers to his question 'Why the Mid-west?'

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Finally the Minister said that the United States economy had grown steadily in the past six years, consequently the purchasing power of the American consumer had increased and industrial capacity had expanded at a remarkable rate. The United States market therefore offered considerable opportunities for the British exporter in both the capital and consumer goods field.

'Devaluation' he said 'will enable British exporters to be more competitive in overseas markets though, particularly in the United States, quality, reliability and servicing facilities must be of a high standard.

'The United States measures to improve their balance of payments position are naturally a cause for concern. The present state of affairs makes life slightly unsettling for those of us who wish to plan for the future, but there is no reason why British exports should suffer.'

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(Continued at foot of next page)

'More BoT help for overseas trade exhibitors' Lord Brown tells Leather Federation

'THE ASSISTANCE which is available from the Board of Trade to firms taking part in overseas trade fairs and exhibitions has been extended,' Lord Brown, Minister of State, Board of Trade, told the British Leather Federation at their annual lunch in London on April 25. 'Specialized trade fairs are a very valuable means of encouraging interest in British products and of expanding our overseas sales and I hope that our recent decisions to remove the limit on the number of times an individual firm may participate in joint venture schemes, and to extend joint venture type of assistance to firms taking part in British industrial exhibitions outside Western Europe, will encourage more firms to join in.'

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REMARKING on the sizeable British participation at the forthcoming Shipping Exhibition in Oslo, Lord Brown, Minister of State, Board of Trade, said: 'The British shipbuilding industry has shown that it has the ability to win large orders from important overseas customers. Recent orders placed in the United Kingdom, including the order earlier this year from Norway for six bulk carriers worth £10½ million, augurs well for the future outlook of the industry. I am very pleased that so many firms are exhibiting at this exhibition in the special British display and hope it will lead to a strengthening of the trade tie between the two countries.'

The first international shipping exhibition ever held in Norway was staged in 1965 when the British participation was regarded as being outstandingly successful. Britain will again have the largest of the 14 foreign contingents at the 2nd International Shipping Exhibition in Oslo, from May 20 to 29. The British display will be organized by the British Marine Equipment Council and the Shipbuilders and Repairers National Association in collaboration with the Board of Trade under its Joint Venture scheme.

Fifty-five British firms will occupy an area of nearly 10,000 sq. ft.–about 15 per cent of the total Exhibition area–and exhibits which will represent a wide cross section of the British shipbuilding and marine supply industries will include ships models, inflated liferafts, engine room auxiliaries, cargo handling and navigational equipment.

Since the 1965 exhibition the shipbuilding industry's exports to Norway have shown a spectacular rise–from £7 million in 1966 to £18 million in 1967, and 1968 promises to continue this upward trend.

MID-WEST TRADE DRIVE, *continued*

'I hope that trade association will take the opportunity to benefit from the special attention being given to the Mid-west trade shows. In addition to the normal export promotion services, BNEC and the Board of Trade are making a special effort in this area. I am sure that participation in the Mid-west 1969 trade-drive will be of great value to British industry. The opportunities for consumer and capital goods in the prosperous United States market are enormous.

Mr. E. A. Midgley, Minister (Commercial) in Washington, who was present at the meeting said that the prospects for our exports to the United States in the current year and in 1969 were complicated by some uncertainty over the way in which the United States administration would deal with its balance of payments problem. It was conceivable, he said that some impost of imports might be introduced, or pressure in Congress, which tended to be strong in an election year, might force through certain protectionist measures which had been under discussion for some time. Most hopefully, the problem might be resolved by tariff adjustments introduced by America's trading partners which would deal with the deficit in terms of trade expansion rather than contraction.

'Whatever the solution' continued Mr. Midgley, 'the underlying strength of the American economy is very great, and it is a growth economy. It would be surprising therefore, if, even on the worst forecast, imports this year into the United States increased by less than 10 per cent. With competitive advantage which devaluation has conferred, Britain ought to be able to increase her share in that market. I would expect an increase in our exports of a good 20 per cent this year and the figures for the first quarter suggest that this is by no means over optimistic. We might do even better in 1969.'

He went on to say that the Mid-west was an area where British manufacturers should be able to pick up very good business, especially in the field of capital goods. A number of important trade fairs in that area offered opportunities in 1969 which should not be missed. The big United States corporations were always ready to buy from any source which could supply exactly what they wanted, on time, and in the right quantity.

'But the market, though rewarding is sophisticated and tough,' he added. 'The trade fairs offer special facilities for those who want to find their way into that market. The exhibitor should come to it prepared to meet and satisfy buyers, who come in a buying mood, to compare his product with the competing products of both the United States and foreign firms; to ascertain what the market really wants. He should be ready to go back home and modify and redesign in the light of his findings, if this should prove necessary. In short the trade fair offers facilities for instant market research.

'The British commercial services in the posts concerned in the United States will give all the help they can to those who come forward to participate in joint ventures of the sort which are being highlighted in this Mid-west 1969 promotion," he concluded.

Exhibitions and Fairs

Opportunities for British exporters in 1969 Mid-west United States trade drive

Mr. W. Pearce, of the Board of Trade Overseas Trade Fairs Directorate, emphasises a point during the meeting. Seated (left to right are) Mr. R. Fell, Under Secretary, Export Policy and Promotion Division, Board of Trade, Lord Brown, Minister of State, Board of Trade, Lord Mancroft, chairman BNEC, United States Committee for Exports, Mr. E. A. Midgley, Minister (Commercial) Washington, DC and Mr. James Heygate, of the British National Export Council.

SOME SALIANT FACTS why British manufacturers should accept an invitation to participate in a concentrated trade drive in the Mid-west of the United States during 1969 were given at a press conference in London on April 23. Organized by the Board of Trade and the British National Export Council the trade drive to which British industry is invited to take part will include 21 major joint venture promotions involving capital and consumer products.

Following an introduction by Lord Mancroft, chairman of the BNEC Committee to the United States, Lord Brown, Minister of State, Board of Trade posed the question – 'Why the Mid-west?'

He said the region had been chosen for a number of reasons: 'The United States market which is Britain's largest single export market – is very large and some focus is needed to ensue that our resources are not dispersed. By concentrating on a single region we expect to get a better return for our efforts.' Lord Brown went on to say that the Mid-west was one of the most important areas of the United States. Chicago, is the second largest city in the States (65 million people live within five hundred miles of the city). The economy of the region is comparable to the economies of single European countries. The Mid-west is an area which does not see as many British businessmen as, say, the North-east coast of California.

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SEVENTH INTERNATIONAL

IEA

EXHIBITION

INSTRUMENTS ELECTRONICS AUTOMATION

13—18 MAY 1968 — OLYMPIA, LONDON

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Britain's future depends entirely on technological progress. The key industries to this vital progress are those concerned with instruments, electronics and automation.

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The International IEA presents, for instance, the entire picture of automation and automatic control; how whole industries can be computer-operated and, at the other end of the scale, examples of small-business automation. A brilliant new all-British computer costs only £4,000 and has no equivalent in the world.

Electronics holds the key to the future of all industry. Everything, from the smallest component to the greatest machine, can be seen at the International IEA at Olympia.

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Times: 10 a.m. to 6 p.m. daily

INDUSTRIAL EXHIBITIONS LIMITED, 9 ARGYLL STREET, LONDON, W.1

Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, visited Bruges on April 27 and 28 during the British Shopping Fortnight which is being held there from April 20 to May 6. Four hundred shops and stores are participating in the 'Fortnight', which is entirely organized by the Bruges authorities. The event has been supported by the Board of Trade, who supplied display material and some special features. Mr. Mallalieu (centre) is seen here with HE the British Ambassador, Sir Roderick Barclay, and Lady Barclay (on the left) during his visit to the 'British Shopping Centre', organized by Bruges retailers as a centrepiece for the Shopping Fortnight. On Mr. Mallalieu's left are Mr. and Mrs. Meire, proprietors of a Bruges store which specializes in Scottish products.

Perth welcomes the first of David Jones' British promotions

TELEVISION, press and radio publicity heralded the opening of the 'Britain 68' promotion at David Jones' Perth store on April 1, first of a continent-wide series of British promotions at David Jones' stores which will include Adelaide, Sydney, Canberra, Wollongong, Wagga Wagga and Brisbane.

The Perth promotion, considered to be the finest ever presented in the city, contains many novel and attractive features which have drawn very large crowds, including a model of London Airport, an MCC exhibit and Tussaud's figure of Churchill. Co-operation of British manufacturers has resulted in fine displays and stands of British merchandise. The store reports that the results are more than satisfactory and that a good proportion of British products have been sold out entirely. There is every indication that this is a forerunner of a continued increase in the sale of British goods.

David Jones Ltd., which was founded in 1838, is one of the very few commercial corporations which have been granted Arms, Crest, Badge and Supporters by Letters Patent. This is only granted where the organization is pre-eminent in its field, and where this is of national importance.

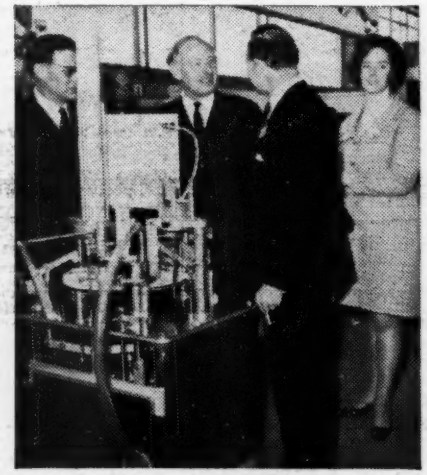
Lord Brown to visit Australia and USA

LORD BROWN, Minister of State, Board of Trade, will visit Australia and the United States from May 4 to 24.

While in Australia the Minister is to attend and speak at the opening in Sydney on May 13 of the major promotion of British goods by the David Jones Store group. David Jones is the largest and oldest group in Australia with 14 stores in four States. Their promotion of British goods in Australia is the biggest ever, and the new buying for the Sydney store alone represents United Kingdom exports worth £350,000.

Lord Brown will also visit Perth, Adelaide and Melbourne, where he will meet members of the local business communities, and Canberra where he is to have talks with Australian Ministers.

Lord Brown flies to the United States on May 17. Here his main engagement will be to address a trade conference in Minneapolis sponsored by the United States Chamber of Commerce. He will also visit San Francisco and Detroit.



Lord Brown, Minister of State, Board of Trade (centre), discusses British equipment on show at the Zagreb Spring Fair. 643

Determination succeeds at Zagreb Spring Fair

A report from the British Consulate-General, Zagreb

SUCCESS DOES NOT have to be dramatic. Those British firms, 12 under the sponsorship of the London Chamber of Commerce and 13 under the sponsorship of the Building Materials Export Group, who participated in BOT/COI joint venture stands at this year's Zagreb Spring Fair from April 13-21 showed what can be achieved by quiet, efficient determination. They returned to Britain, several having sold most of what they bought with them; most with solid promise of more orders for the future.

It is a market which they now realize holds many opportunities to enterprising firms prepared to see for themselves and show personally what they have to offer. The Yugoslav businessman likes this approach. He prefers to discuss rather than exchange letters, as our main competitors have known and been doing with success for years from their much closer home bases.

The Zagreb Spring Fair is a specialized fair with several main groups of exhibits most of which vary each year. This year's groups were:

(i) consumer goods (divided into five subsections, this was the central exhibition with 500 exhibitors spread over 14 pavilions);
(ii) plastics and packaging;
(iii) catering, hotel and shop equipment;
(iv) mining and mining equipment;
(v) building;
(vi) measuring and control techniques and automation 'Jurema';
(vii) industrial transport.

The attractive British joint venture stands were in the groups covering plastics and packaging, catering, hotel and shop equipment, and building. British firms also exhibited independently.

The Zagreb Spring Fair expands steadily each year. This year it covered an area of 150,000 sq. metres (90,000 sq. metres in 1967) with 974 Yugoslav (727 in 1967) and 546 (449 in 1967) foreign exhibitors from 25 countries (Italy, Autsria, Belgium, Czechoslovakia, France, USSR, Sweden, Bulgaria, Denmark, Greece, India, Japan, Hungary, Poland, Rumania, United States, Netherland and Switderland), 329,000 people attended, amongst whom there were probably about 10,000 serious trade buyers from 50 countries attracted to their own specialist shop counter.

Sir Duncan Wilson, the British Ambassador, attended the formal opening of the fair and met the British exhibitors. On his official visit to Yugoslavia, Lord Brown, Minister of State, Board of Trade, visited all the major British stands on April 17.

Ideal Home room settings for Stockholm

FOR THE seventh time, *Ideal Home* magazine has been invited by the Board of Trade to design an exhibit of modern British furnishing and decoration for showing in a European city.

For the British Week in Stockholm, September 27 to October 5, the magazine will show ten room settings, featuring 'Town and Country Living'. There will be emphasis on the new British trend of colour scheming and on imaginative lighting.

The rooms, designed by John Byrne, assistant editor of *Ideal Home* magazine, will be shown in the Marmorhallar, in the centre of Stockholm.

Previous exhibitions of this kind, some of them in the form of actual houses, have been at Amsterdam, Düsseldorf, Oslo, Milan, Lyons and Brussels.

Emphasis on decimalization at Shopshow '68

A PREVIEW of what shopping will be like in 1971, when the decimal currency system comes into force, was one of the main attractions at Shopshow '68, the International Shop Equipment and Self Service Exhibition which finished at Earls Court on April 25.

At the full-scale decimal currency shop staged by Alcan (United Kingdom) Ltd. retailers could spend token decimal currency coins on a wide variety of merchandise marked with dual currency price tickets, and many of the visitors to the show took advantage of this opportunity to try out shopping conditions of the future.

Opening the exhibition, Lord Fiske, chairman of the Decimal Currency Board, talked of the decimalization programme, saying that the Decimal Currency Board's main concern this year was to reach management – the people who had to make the long-term decision now to ensure a smooth changeover in 1971. 'Now is the time for large organizations to appoint a senior member of the staff as a decimalization officer,' said Lord Fiske. 'His job should be to identify the problems which decimalization will bring throughout the whole of his organization and how they can be solved quickly and economically.'

One particularly important problem to be considered was machine conversion. Experience in Australia and other countries which had gone decimal recently showed that firms who could not decimalize quickly might find themselves at a disadvantage in relation to competitors who had. Carefully planned training programmes were also necessary.

'It should not be forgotten that we are decimalizing the currency because it is an important aid to productivity and saves time and resources,' concluded Lord Fiske. 'Decimalization therefore provides opportunities – for a fresh organization and methods' approach, a new look at how things are done, perhaps even introducing a system of internal decimal accounting well before the changeover date.'

After a slow start, attendance at the exhibition built up gradually during the week, with a good representation from overseas visitors, including a trade delegation from Hungary. Over 70 firms showed products ranging from shopfitting materials and hardware, self-service fittings and equipment and labelling machines to point-of-sale units and packaging machinery and materials. Several firms demonstrated the latest anti-theft devices, as part of a massive campaign to cut losses through shoplifting, at present running around the £15 million-a-year mark. Store Detectives Ltd. ran regular demonstrations showing specially trained detectives spotting shoplifters, and Photo-Scan demonstrated closed circuit TV and time lapse recording cameras which could be used to cover stores of any size.

During the exhibition the annual self service forum was held, the theme this year being 'Accent on Net Profit'. A special shopfitting conference for retailers, architects, shopfitters and designers was also run.

International interest at Brewex

THE INTERNATIONAL ASPECT was well in evidence at Brewex 68, the International Brewing, Bottling and Allied Trades Exhibition, at Earls Court last week. Visitors from all over the world, including an official buying delegation from Czechoslovakia, several groups from Germany, and a group from Japan have been pouring into the biggest-ever 'Brewers' show' in the series, where 282 exhibitors, 65 of them from overseas, were showing the latest developments in plant, equipment, machinery, materials and ingredients used in the brewing and bottling industries.

The emphasis throughout the exhibition has been on automation, with new high-speed machines designed to produce automatically in hours what was previously the work of days. About a third of the total production of the brewing and bottling industry was exported last year–valued at £11.5 million–and with the additional stimulus of devaluation, the organizers of Brewex are expecting that contact with the brewers, bottling managers, engineers and planning and purchasing officers from overseas visiting the show will increase sales abroad even more.

A highlight of the exhibition was the display of entries in the competitions for United Kingdom bottled and draught beer, soft drinks and soft drinks packs. Also on view were the bottled beers submitted separately by brewers in the British Commonwealth and entries for the first competition for bottled beers from European brewers.

Two technical sessions with the common theme 'Looking to the Future' were held concurrently with the exhibition.

Opened by Mr. D. P. Crossman, chairman of The Brewers' Society and chairman, Watney Mann Ltd., Brewex 68 was organized by The Trades' Markets and Exhibitions Ltd., a member of the Industrial and Trades Fairs Holdings Group.

Industrial equipment at Tyneside exhibition

EMPHASIS was on industrial equipment at the third annual Tyneside Hotel, Industrial Catering and Licensed Victuallers Exhibition presented at High Gosforth Park, Newcastle upon Tyne, from April 23 to 26.

The purpose of this was to enable all manufacturers and suppliers to gain advantage from the continued expansion and migration of new industries in and to the North East area.

The exhibition, now firmly established in the catering trades calendar, offered to the industrial organizations a variety of new equipment now available, but also presented many of the aids and services that combine to form an economical and modern approach to mass catering.

Some of the new equipment included microwave ovens, exhibited by Dysona Industries of Wokingham, which take up less space than a domestic eye level grill and have automatic pop-up doors which rise when the meals are cooked. The ovens employ very high frequency waves to cook food and are said to be 15 times faster than commercial cookers at one-sixth of the cost.

An instant chip-making machine, successfully exhibited at Hotelympia, was exhibited by Lamesley Equipment Co., of Gateshead, Co. Durham.

Of interest to clubs and licensed houses were the displays of equipment to provide the increasingly popular 'quick snacks' together with refrigeration, amusement machines, music systems and back bar accessories, beer meters and a host of cleaning materials and equipment.

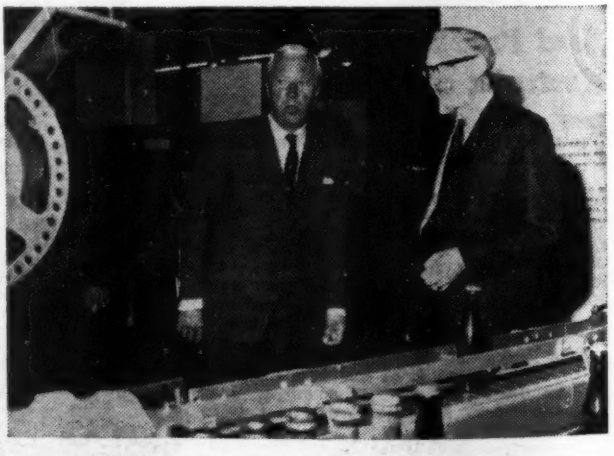
Some 32 exhibitors supported the exhibition which attracted visitors from the North East and North West areas of England and from southern Scotland, all of them aware of the potential in this industrial region.

Attendance record for Interlith

WELL OVER 10,000 visitors attended Interlith, the International Offset Litho Exhibition and Conference which closed on April 19, approximately 75 per cent more than the total for the last appearance of Interlith in January 1966.

The total of reported firm orders from exhibitors was £222,400 and the total of reported firm inquiries (i.e. those inquiries considered by the exhibitors as reasonably certain to result in sales) was £608,000. Overseas visitors from 23 countries were reported.

The next appearance of the exhibition is likely to be at Olympia in 1970.



Left: Crowds of visitors eager to try their hand at shopping with the new decimal currency visited the Decimal Shop at Shopshow '68, Earls Court, last week. Right: Brewex '68, the International Brewing, Bottling and Allied Trades Exhibition, was held at Earls Court at the same time. Mr. Edward Heath, leader of the Opposition, visited the exhibition on the opening day and is seen here on the Metal Closures Ltd. stand watching seals being applied to bottles at a speed of up to 2,500 dozens per hour.

64,000 attend electronics exhibition in New York

A report from the British Consulate-General, New York

NINE BRITISH companies took part in the first joint venture between the Electronic Engineering Association and the Board of Trade at the 1968 IEEE Exhibition at New York's Coliseum from March 18-21, 1968. The Institute of Electrical and Electronics Engineers was formed only five years ago by the merger of the Institutes of Radio Engineers and American Engineers, but their annual shows began twenty three years ago. The annual Convention and Exhibition of the IEEE, which is claimed to be the biggest of its kind in the world, is largely concerned with electronics but includes electrical components and production machinery.

More than 750 firms exhibited and preliminary figures show an attendance in excess of 63,500. The Conference proceedings consisted of about fifty technical sessions, and more than 200 papers were presented by scientists and engineers from many parts of the world.

On March 21, Admiral of the Fleet Earl Mountbatten of Burma, chairman and founder of the National Electronic Research Council and past president and member of the Institution of Electronic and Radio Engineers, visited the British stands. He showed a professional and searching interest in the activities of British firms in this market and his visit drew some valuable attention to, and publicity for them.

The normal joint venture practice of grouping British participants on to one composite stand area could not be followed on this occasion, mainly due to extreme pressure on space in the show as a whole; in any case the IEEE does not lend itself very well to national groupings which cut across the functional arrangement of exhibitors, floors being given over to industry sectors. The British firms were, therefore, placed in their relevant products sections and seemed to be pleased with this arrangement. Several of them were on the fourth floor of the Coliseum, devoted to components, but now that an escalator has been installed, there is no disadvantage in this position.

The British participants in the joint venture were: Marconi Instruments Ltd., in conjunction with their United States subsidiary company, who showed a new range of electronic testing and measuring instrumentation, in addition to advanced products from two other British manufacturers whom they represent in this market. The Marconi Specialised Components Division (packaged quartz crystal oscillators, microwave ferrite components and loads) and the English Electric Valve Company (a wide range of sophisticated tubes, including the Mini-C Ignitron, magnetrons and a new laminar beam electron gun) exhibited on stands adjacent to their agents. The Electronics and Potentiometer Departments of Ferranti Ltd., supported by their New York subsidiary company, exhibited in separate product areas, the former attracting considerable interest with their DTL and TTL circuits and the latter with a range of optical shaft encoders and digitisers. G. & E. Bradley Ltd. (microwave equipment), Stow Electronics Ltd. (impulse printout circuits and thumb wheel switches), K.G.M. Electronics (packaged unit indicators), Engis, Ltd. (lapping machines) and Thermal Control Co. Ltd. (aircraft fire-detection systems) completed the joint venture contingent.

The IEEE Show presents an outstanding opportunity for British manufacturers to view the state-of-the-art of the United States electronics industry, to assess the market (especially for newcomers) and to increase the range of existing contacts. The British exhibitors, without exception, said that they had benefited from their participation. Those who had exhibited previously reported hard enquiries running at nearly twice the level of last year (this was confirmed by several domestic exhibitors). Others not only received an encouraging level of enquiries to be followed up later, but worked extremely hard at reviewing their own segments of the market and learning of pending developments through the technical sessions. At least one first-time exhibitor was astonished at how much he was able to find out about this market over the four-day period which would otherwise have taken him months of detailed investigation.

National exhibits were mounted once more by the Canadian Government, with seventeen participating companies; the West German Government, twenty-five companies; and the Danish Government, twelve companies. Some twenty Japanese firms exhibited direct, through subsidiary companies or agents. In addition to the British joint venture companies, the products of seven other British firms were exhibited on the stands of agents.

There is no doubt, therefore, that, in relation to their size and sophistication, the British electronics and test instrument industries were strikingly under-represented, a fact commented upon by visitors to the Show.

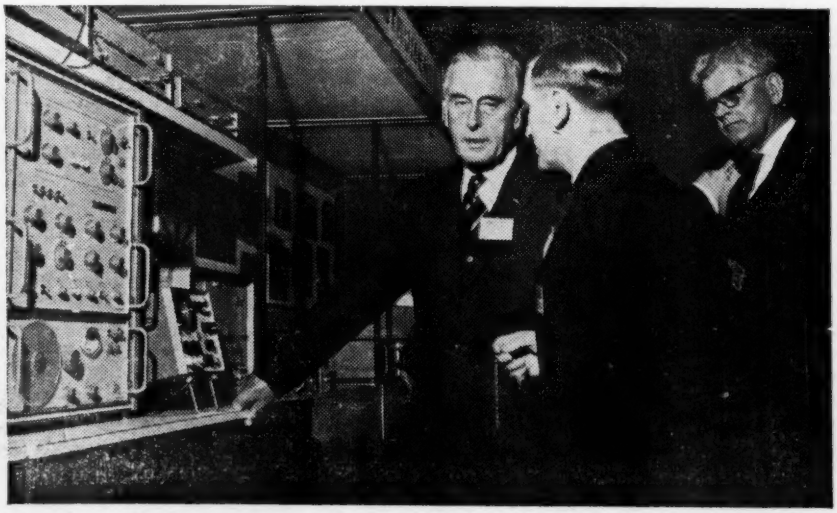
The consensus of opinion among the British exhibitors, and visiting businessmen (there are always many at the Show) was that many other British companies would find it worthwhile to look at prospects in this vast and rapidly expanding market. Although in certain product areas smaller and more specialized shows could be worth entering, the IEEE gives the quickest and most comprehensive opportunity of assessing the competitive market position across the industry as a whole.

Alighting from the doubledecker London bus which has been a familiar sight in the streets of Esbjerg during the British events which have been organized to help celebrate the Danish harbour's centenary are Mr. Gordon Booth, Commercial Counsellor, British Embassy, and Mr. Bonhorst, director of the Municipal Administration of Esbjerg.

'Travel workshops' for eight countries

IN 1968, for the third year running, the British Travel Association will stage a series of special 'travel workshops' throughout the world. These enable members of the British travel trade to visit important tourist markets. During intensive on-the-spot business meetings, they meet and sell travel and holidays in Britain to overseas travel agents and tour operators.

The 1968 'workshops' will be held in: Toronto and Los Angeles from September 3 to 14; Copenhagen from September 30 to October 3; Paris from October 20 to 24; Madrid from November 10 to 13; and Hong Kong, Tokyo and Sydney from November 27 to December 7.



Lord Mountbatten (left) discusses a point with Mr. W. Buck, president, Marconi Instruments Inc. (centre), during a tour of the exhibition, while Vice-Admiral Sir Ronald Brockman (right), ADC to Lord Mountbatten, looks on.

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Changes in the Programme of Trade Promotions and in the classified lists of Trade Fairs and Exhibitions throughout the world (Published on March 1, 1968)

The next full supplement will be published on July 5.

SECTION I

OVERSEAS FAIRS, BRITISH WEEKS AND STORE PROMOTIONS TAKING PLACE WITH BOARD OF TRADE ASSISTANCE.

Further details about an event may be obtained from the officer named. (Tel. 01-222 7877 except where otherwise shown.) Inquiries for details of the joint venture scheme under which the Board of Trade co-operates with trade associations, and any general inquiries in connection with Section I (Tel. 01-222 7877, Ext. 3069).

(a) GENERAL

DELETE – 1968

Paramaribo: SURINAM INTERNATIONAL TRADE FAIR – September/October 1968

ADDITIONS – 1968

N'dola: ZAMBIA TRADE FAIR – June 1968
Official information kiosk, organised by the British High Commission in Zambia.
(Miss G. Adams, Ext. 2788)

ADDITIONS – 1969

Manila: PROPOSED EXHIBITION OF BRITISH CAPITAL GOODS – February 19-March 1, 1969
A possible British Pavilion
(Mrs. I. M. Janzen, Ext. 2489)

Tokyo: 8TH TOKYO INTERNATIONAL TRADE FAIR – April 17-May 6, 1969
A possible joint venture with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 2489)

(b) SPECIALIZED

DELETE – 1968

San Francisco: MICROWAVE EXPOSITION – June 4-6, 1968

Tokyo: ELECTRONICS SHOW – September 17-23, 1968

AMENDMENTS – 1968

Wiesbaden: INTERNATIONAL PETS TRADE FAIR.
The organizers have informed us that this fair will be held from May 11-12 and not 10-12 as previously published.

Düsseldorf: INTERNATIONAL EXHIBITIONS AND CONGRESS OF INSTRUMENTATION AND AUTOMATION (INTERKAMA) – October 9-15, 1968
This entry should be amended to read:
A joint venture with the Scientific Instrument Manufacturers' Association of Great Britain.
(Mr. J. A. Swinton, Ext. 2777)

Kingston (Jamaica): BRITISH EXHIBITION OF CONSUMER GOODS – October 1968
The dates of this event should be amended to read: November 28-December 4, 1968.

Port of Spain (Trinidad): BRITISH EXHIBITION OF CONSUMER GOODS – November 1968
The dates of this event should be amended to read: October 17-23, 1968.

ADDITIONS – 1968

Toronto: CANADIAN NUCLEAR ASSOCIATION, ATOM SHOW '68 – June 9-13, 1968
Joint venture with the British Nuclear Forum. Firms interested in participation should contact the Forum.
(Miss G. Adams, Ext. 2788)

Hartford (Connecticut): ASSOCIATION OF DIESEL SPECIALISTS' CONVENTION – September 25-28, 1968
Probable joint venture with the Society of Motor Manufacturers and Traders. Firms interested in participation should contact the Society.
(Miss G. Adams, Ext. 2788)

New York: NATIONAL STATIONERY AND OFFICE EQUIPMENT CONVENTION – October 31-November 3, 1968
A joint venture with the British Stationery and Office Equipment Association.
(Mr. A. F. Fenton, Ext. 2786)

New York: NATIONAL ASSOCIATION OF MEN'S SPORTSWEAR BUYERS – October 1968
A possible joint venture with the Clothing Export Council.
(Mr. A. F. Fenton, Ext. 2786)

New York: DISPLAY BY THE DESIGN AND ART DIRECTORS' ASSOCIATION – October 1968
Possible joint venture with the Design and Art Directors' Association.
(Mr. A. F. Fenton, Ext. 2786)

Warsaw: BRITISH ENGINEERING DAYS – December 9-14, 1968
A probable joint venture with the London Chamber of Commerce and the British Mechanical Engineering Federation.
(Mr. R. Clark, Ext. 2262)

AMENDMENTS – 1969

New York: NATIONAL JEWELLERY SHOW – August 4-8, 1969
This entry should be amended to read:
A joint venture with the British Jewellers' Association.
(Mr. A. F. Fenton, Ext. 2786)

ADDITIONS – 1969

Montreal: INTERNATIONAL MENSWEAR EXHIBITION – January 27-30, 1969
Possible joint venture with the appropriate trade association. Firms interested in participation should contact their association.
(Miss G. Adams, Ext. 2788)

Montreal: INTERNATIONAL KNITWEAR EXHIBITION – March 2-6, 1969
Possible joint venture with the appropriate trade association. Firms interested in participation should contact their association.
(Miss G. Adams, Ext. 2788)

Amsterdam: INTERNATIONAL YACHTING, CAMPING AND CARAVAN EQUIPMENT EXHIBITION (HISWA) – March 7-16, 1969
A joint venture with the Ship and Boat Builders' National Federation. Firms interested in participation should contact the Federation.
(Mr. T. E. Kerfoot, Ext. 3071)

Montreal: INTERNATIONAL LACE AND EMBROIDERY EXHIBITION – March 10-14, 1969
Possible joint venture with the appropriate trade association. Firms interested in participation should contact their association.
(Miss G. Adams, Ext. 2788)

Daytona (Florida): INTERNATIONAL MOTORCYCLE SHOW – March 11-15, 1969
Possible joint venture with the British Cycle and Motorcycle Industries' Association Ltd. Firms interested in participation should contact the Association.
(Miss G. Adams, Ext. 2788)

New York: NATIONAL ASSOCIATION OF MEN'S SPORTSWEAR BUYERS – March 23-26, 1969
A probable joint venture with the Clothing Export Council.
(Mr. A. F. Fenton, Ext. 2786)

New York: INSTITUTE OF ELECTRICAL AND ELECTRONICS ENGINEERING EXHIBITION – March 24-27, 1969
A possible joint venture with the Electronic Engineering Association.
(Mr. A. F. Fenton, Ext. 2786)

Melbourne: THE THIRD WORLD CONTAINERIZATION AND SERVICES' EXHIBITION – March 1969
A possible joint venture with the London Chamber of Commerce and other appropriate trade associations. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 2489)

New York: INTERNATIONAL AUTOMOBILE SHOW – March/April 1969
A possible joint venture with the Society of Motor Manufacturers and Traders.
(Mr. A. F. Fenton, Ext. 2786)

New York: NATIONAL SHOE FAIR – March/April 1969
Probable joint venture with the British Footwear Manufacturers' Federation.
(Mr. A. F. Fenton, Ext. 2786)

Montreal: INTERNATIONAL FASHION MARKET – April 28-May 1, 1969
Possible joint venture with the appropriate trade association. Firms interested in participation should contact their association.
(Miss G. Adams, Ext. 2788)

Moscow: EQUIPMENT FOR AUTOMATION OF PRODUCTION PROCESSES (AUTOMATION '69) – May 7-21, 1969
The Board of Trade will be considering joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. I. Morgan, Ext. 2785)

Two of the members of the Hoover Limited, Export, team, who will be in charge of the company's stand at the Interbytmash Municipal Services and Domestic Equipment Exhibition in Moscow at the end of May and early June. Left to right: Mr. M. S. Davies, manufacturing manager, and Mr. W. M. Thompson, associate director and manager of distributor services. They are seen studying the Hoover literature which has been especially prepared for this exhibition.

Montreal: INTERNATIONAL GIFTWARE MANUFACTURERS' EXHIBITION – June 3-7, 1969
Possible joint venture with the appropriate trade association. Firms interested in participation should contact their association.
(Miss G. Adams, Ext. 2788)

Montreal: INTERNATIONAL SURGICAL, MEDICAL AND DENTAL EQUIPMENT EXHIBITION – June 14-17, 1969
Possible joint venture with the appropriate trade association. Firms interested in participation should contact their association.
(Miss G. Adams, Ext. 2788)

Moscow: PRINTING MACHINERY (INCLUDING DUPLICATING AND PHOTOCOPYING EQUIPMENT) (INPOLIGRAFMASH '69) – July 9-23, 1969
The Board of Trade will be considering joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. I. Morgan, Ext. 2785)

Moscow: FOOTWEAR, SHOEMAKING MACHINERY AND LEATHER PROCESSING (OBUV '69) – September 10-24, 1969
The Board of Trade will be considering joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. I. Morgan, Ext. 2785)

(c) BRITISH WEEKS AND STORE PROMOTIONS

DELETE – 1968

Hartford (Connecticut): G. FOX AND CO. (MENSWEAR) – October 13-26, 1968

Lexington (Kentucky): MEYER'S INC. – November 3-9, 1968

AMENDMENTS – 1968

Canada (Victoria): HUDSON BAY COMPANY – May 9-18, 1968
This event will now take place from June 6-15, 1968.

Lille: BRITISH SHOPPING WEEK – October 11-19, 1968
The British Shopping Week in Lille will be the biggest of the minor Weeks in France to follow from the major British Week held in Lyons in October 1966. A Commercial Sub-Committee and a Programme Sub-Committee have been formed, and so

far the indications are that about 200 shops will be taking part in the Week, including four department stores.

Although the programme of supporting events is not yet complete, it is hoped to include many of the popular features of major British Weeks. The programme will include a window-dressing competition organized by the British Chamber of Commerce in France. British manufacturers seeking further information about the competition or the Chamber of Commerce are invited to contact Mr. Harry Start, president of the British Chamber of Commerce France, 6 rue Halevy, Paris 9e. Tel. 073.49.21.

The Export Council for Europe has sent a circular to over 7,000 firms about the Week. Classified lists of those shops interested in buying British goods are available, and manufacturers seeking these and any other information about the Week are advised to contact this Directorate.

(Mr. P. Holmes, 01-828 1288, Ext. 7249)

ADDITIONS – 1968

Alaska: ANCHORAGE AND FAIRBANKS: NORTHERN COMMERCIAL CO. – early July 1968

This promotion will feature shoes, woollens, knitwear and fancy goods from Britain.

There is no London Buying House for the store, but interested manufacturers should contact the store direct at Anchorage and Fairbanks.

(Mr. R. A. Hillier, 01-828 1288, Ext. 7240)

Switzerland: GLOBUS – August 30-September 20, 1968

The Globus group of stores will hold promotions in Zurich, Basle, Berne, St. Gallen, and possibly Chur and Aarau this autumn. The London Buying House is John Lewis and Co, Ltd., Oxford Street, London, W1.

(Mr. A. E. H. Sammons, 01-828 1288, Ext. 7251)

ADDITIONS – 1969

Vienna: MAJOR BRITISH WEEK – October 10-18, 1969

This will be the eighth major British Week held in Europe and the third held in an EFTA country. A British Week Office has already been established by the Board of Trade in Vienna, with Mr. S. John Peskett, OBE, as Director, and a preliminary survey shows that there are approximately 2,000 shops in the selected 'target area'. Those United Kingdom manufacturers who are interested in this market and wish to establish agencies in Austria should lose no time in asking the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, EC4, for assistance. The BNEC Export Council for Europe will be preparing a guide containing information about the Vienna market, which is expected to be ready in June. Firms interested in receiving this should write to Mr. P. L. Stubbs, BNEC Export Council for Europe, 6-14 Dean Farrar Street, London, SW1.

(Mr. P. K. Guenebault, Ext. 3449)

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

Amendments and Additions to Classified List of TRADE FAIRS AND EXHIBITIONS–Section II-IV

No responsibility is taken for the standing of organizations or individuals mentioned in these lists and dates, etc., may be subject to alteration.

Applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation, but the Board of Trade, Trade Fairs Branch, Broadway Buildings, 54 Broadway, London, SW1, will be glad to answer general inquiries. The telephone number is 01-222 7877, extensions:

Eastern Europe including East Germany	3558
Cologne, Düsseldorf, Offenbach, Wiesbaden	2569
Other towns in West Germany	3557
Austria, Italy, Portugal	3072
France (Paris only), Sweden	2783
Other towns in France, Belgium, Luxembourg, Finland, Norway, Denmark	2398
Malta, Netherlands, Switzerland, Spain, Eire	3072
United States, Canada	2788
United Kingdom	3008
The rest of the world	2496

Information can also be provided about other events, which owing to space limitation, are not included in the lists.

* event held annually at approximately the time stated.

† event held in alternate years at approximately the time stated.

TRADE FAIRS AND EXHIBITIONS IN EUROPE – Section II

Additions – 1968

EL FERROL: VI FERIA NACIONAL DE LA INDUSTRIA NAVAL Y DE MUESTRAS DEL NO ROESTE – July 13-28

Apply, Consorcio Pro-Ferias y Exposiciones de El Ferrol del Caudillo, Frutos Saavedra 158, Apartado 10.

LENINGRAD: MODERN MACHINERY AND EQUIPMENT OF FISH AND SEA PRODUCTS CATCHING AND PROCESSING (INRYBPROM '68) – August 6-20

Apply, Mr. R. I. Morgan, Board of Trade, Room 425, Broadway Buildings, London, SW1 (Tel. 01-222 7877, Ext. 2785).

UTRECHT: INTER DECOR EXHIBITION – September 8-13

Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1.

PLOVDIV: XXIV INTERNATIONAL FAIR – September 22-October 1

Apply, Mr. R. I. Morgan, Board of Trade, Room 425, Broadway Buildings, London, SW1 (Tel. 01-222 7877, Ext. 2785).

DÜSSELDORF: INTERNATIONAL CONGRESS AND EXHIBITION FOR INSTRUMENTATION AND AUTOMATION (INTERKAMA) – October 9-15

Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

AMSTERDAM: 3RD INTERNATIONAL ANTIQUARIAN BOOK FAIR – October 11-20

Apply, Messrs. A. L. Van Gendt, Messrs. Hertsberger & Co., Keizersgracht 610, Amsterdam C.

Additions – 1969

AMSTERDAM: INTERNATIONAL YACHTING, CAMPING AND CARAVAN EQUIPMENT EXHIBITION (HISWA) – March 7-16

Apply, RAI Gebouw, 8 Europaplein, Amsterdam 2.

STUTTGART: INTERNATIONAL HOTEL AND RESTAURANT TRADE EXHIBITION (INTERGASTRA) – April 19-27

Apply, C.E.S. (Overseas) Ltd., 1-3 Astoria Parade, Streatham High Road, London, SW16 (Tel. 01-769 0950).

MOSCOW: EQUIPMENT FOR AUTOMATION OF PRODUCTION PROCESSES (AUTOMATION '69) – May 7-21

Apply, Mr. R. I. Morgan, Board of Trade, Room 425, Broadway Buildings, London, SW1 (Tel. 01-222 7877, Ext. 2785).

MOSCOW: PRINTING MACHINERY (INCLUDING DUPLICATING AND PHOTOCOPYING EQUIPMENT) (INPOLIGRAFMASH '69) – July 9-23

Apply, Mr. R. I. Morgan, Board of Trade, Room 425, Broadway Buildings, London, SW1 (Tel. 01-222 7877, Ext. 2785).

MOSCOW: FOOTWEAR, SHOEMAKING MACHINERY AND LEATHER PROCESSING (OBUV '69) September 10-24

Apply, Mr. R. I. Morgan, Board of Trade, Room 425, Broadway Buildings, London, SW1 (Tel. 01-222 7877, Ext. 2785).

HAMBURG: INTERNATIONAL CONTAINER AND COMBINED TRANSPORT EXHIBITION – October 3-7

Apply, Planten un Blomen, Ausstellungs Park der Freien und Hansestadt Hamburg, 2 Hamburg 36, Am Dammtor.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

TRADE FAIRS AND EXHIBITIONS OUTSIDE EUROPE – Section III

Delete – 1968

PARAMARIBO (SURINAM): INTERNATIONAL TRADE FAIR – September

Amendments – 1968

MONTREAL: CANADIAN NUCLEAR ASSOCIATION INTERNATIONAL CONFERENCE AND EXHIBITION (ATOM '68) – June 9-13
The Board of Trade has been informed that this event will take place at Toronto and not Montreal.

LOS ANGELES: WESTERN ELECTRONIC SHOW AND CONVENTION
The Board of Trade has been informed that this event will take place as originally published, i.e., August 20-23 and not from August 25-27 as amended.

NEW YORK: LEATHER AND ALLIED INDUSTRIES EXPOSITION – October 31-November 2
The Board of Trade has been informed that this event will now take place from October 29-31.

Additions – 1968

LOS ANGELES: FINE FOOD AND BEVERAGES FAIR – July 14-17
Apply, Industrial Display Inc., 440 West Los Feliz Boulevard, Glendale 4, California.

LOS ANGELES: WESTERN WHOLESALERS PET SUPPLY ASSOCIATION TRADE SHOW – August 10-12
Apply, J. Rea, Esq., Lambert Key Products Ltd., 2619 Exhibition Boulevard, Los Angeles, 90018.

NEW YORK: NATIONAL TRADE SHOW OF THE PET INDUSTRY – September 6-8
Apply, Pet Industry's National Trade Show Inc., 431 Chauncey Street, Brooklyn, New York.

LOUISVILLE: WOODWORKING MACHINERY AND FURNITURE SUPPLY SHOW – September 14-18
Apply, M. C. Park, Esq., 666 Lake Shore Drive, Chicago, Illinois 60611.

DETROIT: INTERNATIONAL BREWERY INDUSTRY EXHIBITION – September 17-20
Apply, Andrew Barlett & Associates, 1849 W 24th Street, Cleveland, Ohio.

TORONTO: CANADIAN NATIONAL BUSINESS SHOW – September 23-26
Apply, G. Smedmor, Esq., 1819 Yonge Street, Toronto, 7 Ontario.

HARTFORD: ASSOCIATION OF DIESEL SPECIALISTS CONVENTION – September 25-28
Apply, M. Fromm, Esq., 633 E 63rd Street, Kansas City, Missouri.

BOSTON: AMERICAN COMMERCIAL FISH EXPOSITION – October 16-19
Apply, American Commercial Fish Exposition Office, 3 School Street, Boston, Mass. 02108.

Additions – 1969

MONTREAL: INTERNATIONAL MENSWEAR EXHIBITION – January 27-30
Apply, P. Box, Esq., International Fair Promotions Co. Ltd., Place Bonaventure, Montreal, 3 P.Q. Canada.

MANILA: CAPITAL GOODS EXHIBITION – February 19-March 1
Apply, (Mrs.) I. M. Janzen, Board of Trade, Room 430, Broadway Buildings, 54 Broadway, London, SW1 (Tel. 01-222 7811, Ext. 2489).

CHICAGO: NATIONAL SPORTING GOODS SHOW – February
Apply, G. M. Shutt, Esq., 23 E Jackson Boulevard, Chicago, Illinois 60604.

MONTREAL: INTERNATIONAL KNITWEAR EXHIBITION March 2-6
Apply, P. Box, Esq., International Fair Promotions Co. Ltd., Place Bonaventure, Montreal, 3 P.Q. Canada.

ATLANTIC CITY: LAUNDRY AND DRY CLEANING SHOW – March 5-9
Apply, G. P. Fulton, Esq., 909 Burlington Avenue, Silver Spring, Md. 20910.

MONTREAL: INTERNATIONAL LACE AND EMBROIDERY EXHIBITION – March 10-14
Apply, P. Box, Esq., International Fair Promotions Co. Ltd., Place Bonaventure, Montreal, 3 P.Q. Canada.

DAYTONA: INTERNATIONAL MOTOR CYCLE SHOW – March 11-15
Apply, S. Malphurs, Esq., Daytona International Motorcycle Show, 9 Classics Programme, P.O. Box 1625, Daytona Beach, Florida 32015.

NEW YORK: INTERNATIONAL BEAUTY SHOW – March 16-19
Apply, D. H. Byrne, Esq., 18 W 46th Street, New York, N.Y. 10036.

NEW YORK: INTERNATIONAL TOY AND TRADE FAIR – March
Apply, G. Neuburger, 545 5th Avenue, New York.

TOKYO: 8TH TOKYO INTERNATIONAL TRADE FAIR – April 17-May 6
Apply, Tokyo International Trade Fair Commission, No. 16, 4-Chome, Harumi, Chuo-Ku, C.P.O. Box 1201, Tokyo.

MONTREAL: INTERNATIONAL FASHION MARKET – April 28-May 1
Apply, P. Box, Esq., International Fair Promotions Co. Ltd., Place Bonaventure, Montreal, 3 P.Q. Canada.

MONTREAL: INTERNATIONAL GIFTWEAR EXHIBITION – June 3-7
Apply, P. Box, Esq., International Fair Promotions Co. Ltd., Place Bonaventure, Montreal, 3 P.Q. Canada.

NEW YORK: UNIVERSE OF PHOTOGRAPHY (PHOTO EXPO '69) – June 7-15
Apply, J. Morris, Esq., 10 Rockefeller Plaza, New York City, NYC 10020.

MONTREAL: INTERNATIONAL SURGICAL, MEDICAL AND DENTAL EQUIPMENT EXHIBITION – June 14-17
Apply, P. Box, Esq., International Fair Promotions Co. Ltd., Place Bonaventure, Montreal, 3 P.Q. Canada.

TRADE FAIRS AND EXHIBITIONS IN THE UNITED KINGDOM – Section IV

Delete – 1968

LONDON: FOOTWEAR COMPONENTS EXHIBITION – May 24-27

Addition – 1968

LEAMINGTON SPA: KNITTING AND HABERDASHERY TRADE FAIR – July 15-18. At Pump Gardens
† Apply, A. S. Damery, Knitting and Haberdashery Review, 222, Strand, London, WC2 (Tel. 01-353 1253/4).

Amendments – 1969

LONDON: LIGHTSHOW
The Board of Trade has been informed that this event will take place from January 13-17 and not January 14-18 as previously published.

GLASGOW: SCOTTISH LICENSED TRADE, HOTEL AND CATERING EXHIBITION (SCOTTISH HOSPITALITY)
The Board of Trade has been informed that this event will take place from March 3-7 and not February 24-March 5 as previously published.

LONDON: INTERNATIONAL BAKERS' AND CONFECTIONERS' EXHIBITION
The Board of Trade has been informed that this event will take place from September 6-11 and not September 8-12 as previously published.

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Overseas Trade and Exports

Australia: Increased opportunities for British exporters

AN ARTICLE on page 926 of the *Board of Trade Journal* of March 22, 1968, described a change in the procedure whereby Australian importers apply for waiver of British preference on goods not available from Britain.

The Australian Customs have agreed to introduce a further change which should assist our exports by bringing British industry into the procedure before orders are placed.

Present procedure

At present most applications for waiver of preference relate to goods which have already been ordered from a foreign manufacturer. If the Board of Trade advise that British firms could have supplied suitably equivalent goods at the date when the order was placed, the Australian Customs refuse the application and pass on to the importer the names of the firms and their trade literature. Although this preserves our formal margin of preference and may help to win repeat orders, if any, one order at least has escaped us.

Change

In future the Australian Customs will refuse to consider an application for waiver of preference on goods ordered from a foreign manufacturer unless it is supported by evidence that suitably equivalent goods were not reasonably available from Britain. To assist an intending purchaser who is prepared to place his order in Britain, the British High Commission Offices throughout Australia will accept notification of the importer's requirements. These will be transmitted to the Export Services Branch of the Board of Trade and will be published in the *Export Service Bulletin* as quickly as possible.

British exporters who can supply goods of the kind described in the *Bulletin* will then be expected to get in direct touch with the Australian importer. Absence of replies within six weeks of notification to the High Commission will serve as *prima facie* evidence that equivalent British goods are not available and the Australian Customs will accept an application for waiver of preference, which will then be referred to the Board of Trade in the usual way. But it will be difficult for the Board to advise against waiver where British firms which manufacture suitably equivalent goods failed to get in touch with the importer within the specified time. In that instance the Board would expect to concede waiver, and the value of the new procedures would be lost.

British manufacturers and trade associations have been most co-operative in dealing with inquiries relating to applications for waiver of British preference, even when the order has already been placed. **Under the new arrangement they will be able to compete for prospective orders instead of providing information against lost ones. Each notification printed in the *Export Service Bulletin* will carry the date by which offers should reach the Australian importer.**

It is most important that British manufacturers should make a daily check of these notifications and respond as quickly as possible, copying their response to the Export Services Branch, so that the Board of Trade knows whether industry has responded positively or not.

Inquiries

In many cases Export Services Branch will have supporting information relating to these notifications. This, and information about other export opportunities published in the *Bulletin*, may be obtained from the Bulletin Section, Room H09, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7016/7).

Inquiries relating to the waiver of British preference should be addressed to the Board of Trade Waiver Section, CRE 2, Sanctuary Buildings, Great Smith Street, London, S.W.1 (Tel. 001-222 7877, Ext. 3601).

Are you looking for export orders?

There are opportunities in every issue of the

Export Service Bulletin

For specimen copy and subscription form write to the

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Hillgate House, 35 Old Bailey, London, E.C.4
Telephone: 01-248 /757, *Ext.* 7050/433

mentioning the commodities or countries of special interest to you

TRADE AND FINANCIAL ARRANGEMENTS

Denmark and Bulgaria

A PROTOCOL to the long-term trade agreement between Denmark and Bulgaria was signed in Copenhagen on February 23, 1968, covering the exchange of goods during 1968.

Among the commodities being exported to Bulgaria by Denmark are fish and fish meal, dairy products, seeds, sports goods, chemical and pharmaceutical products, ships' equipment, medical apparatus, hides and skins, machinery and fresh, chilled or frozen beef.

Bulgarian exports to Denmark will include fruit and vegetables, wheat, maize, textiles, leather clothing, footwear, pottery and glassware, machinery, furniture and sporting ammunition.

Details (in Danish) of the protocol and quotas are available. All inquiries concerning this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458/9/61).

Germany and Switzerland

FOLLOWING MEETINGS of the German-Swiss Mixed Government Commission, a twelfth supplementary protocol to the German-Swiss Trade Agreement of December 2, 1954 was signed in Bonn on February 23, 1968. The protocol covers the period January 1, 1968 to December 31, 1968 and sets out new quota lists for non-liberalized goods.

Quotas for German imports from Switzerland include fresh vegetables, vegetable seeds, fruit and fruit products and wine for industrial use. Swiss quotas for imports from Germany include seeds, vegetables, fruit, edible oil, meat and horses. Quota values are generally the same as for 1967.

Inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 467).

Algeria and Czechoslovakia

THE BRITISH EMBASSY in Algiers has reported the signature, on March 25, 1968, of a protocol for 1968 to the trade agreement between Algeria and Czechoslovakia.

Algerian exports to Czechoslovakia are expected to include fruits and fruit juices, cork articles, tobacco, iron and steel pipes, foodstuffs, iron ore, petroleum products and phosphates. Czechoslovakian exports to Algeria are expected to include sugar, sewing machines, office machines, pumps, sports goods and weapons, timber, glass, textile fabrics and medical goods.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/75).

Cyprus and Czechoslovakia

THE TRADE and Payments Agreement between Cyprus and Czechoslovakia which was signed in 1962 has been renewed for a further year. Provision has been made for an exchange of goods to the value of £1,167,000 in each direction during the period February 6, 1968, to Februpary 5, 1969. This represents a small increase over last year's figure of £1,000,000.

Copies of the lists of goods to be exchanged may be obtained from Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

Cyprus and USSR

A FIVE-YEAR Trade and Payments Agreement between Cyprus and the USSR was signed in Nicosia on March 27. The level of trade envisaged in the Agreement (which covers the years 1968-72) is over £12 million in each direction. Lists of goods to be exchanged during this period have been agreed.

All inquiries about this notice, and requests for copies of the Agreement and lists of goods, should be addressed to Commercial Relations and Exports Department, Board of Trade, Room 309, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2642).

British trade and industry magazine in Hong Kong

'BRITAIN TRADES' is the title of a publication issued in the middle of each month by the British Trade Commission in Hong Kong. It is sent out free to 1,500 recipients including Government departments, trade organizations and all the principal firms and dealers in the Colony. The magazine carries articles on British trade and industry, new products, exhibitions, trade fairs and so on. Lengthy summaries of each article are printed in Chinese. The Trade Commission welcomes short articles (normal maximum about 500 words) from British firms wishing to publicize their products in Hong Kong.

Advertising in Hong Kong

THE BRITISH TRADE COMMISSION in Hong Kong has prepared a report entitled *Survey of Advertising and Promotional Facilities Available to British Exporters* (Ref. ESB/12655/68).

The report covers the general advertising scene in Hong Kong and the various media that is available for British advertisers. It also includes some useful information about the related services, including market research, public relations and printing. An appendix lists the names of some of the leading local advertising agencies and the related service organizations, with their London offices.

Copies of this report can be obtained without charge from Export Services Branch, Board of Trade, Room D50, Hillgate House 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 417/418).

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★THE IRANIAN GOLDEN DIRECTORY FOR TRADE AND COMMERCE
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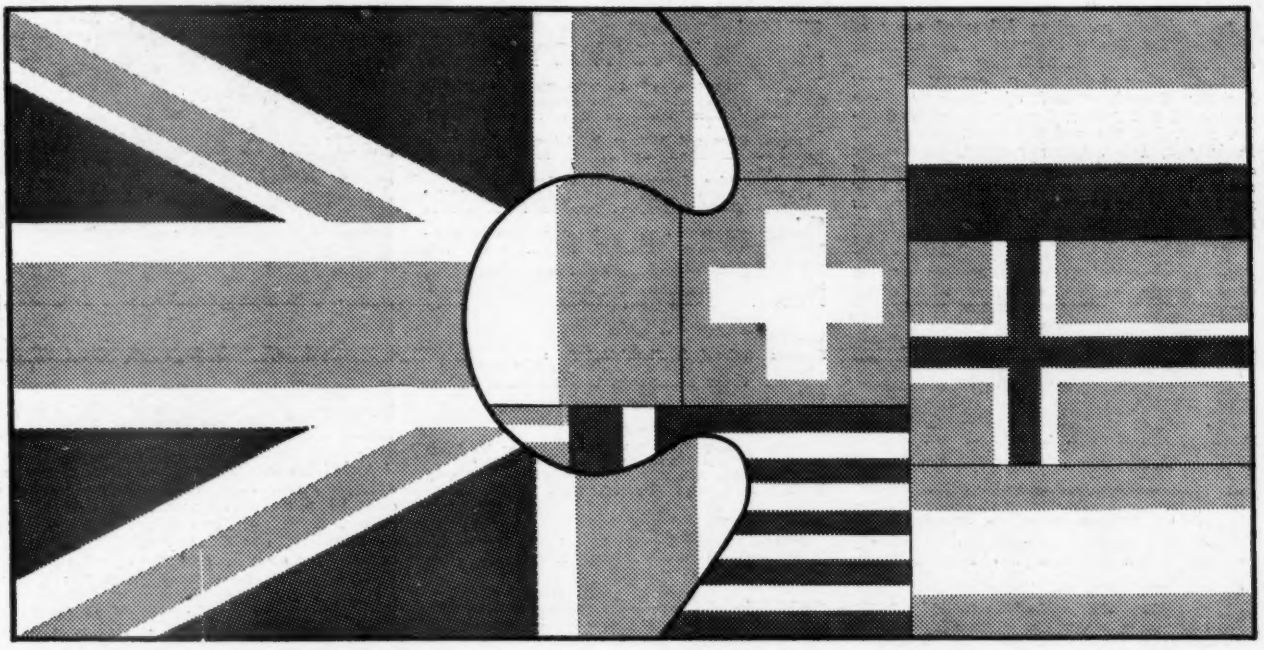

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Alternatively, please write or telephone the ICFC Manager responsible for your district. He will be happy to help and discuss your business with you in complete confidence and without commitment on your part.

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 404 and 406. Telex 886143 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order please.

ARGENTINA

(83/68) Circuit Breakers; Transformers for Agua y Energia Electrica. June 4. E.S.B. 17494/68.

AUSTRALIA

State Electricity Commission of Victoria:
(79/68) Pumping Equipment and Accessories. (Further Information.) Tender documents now available. E.S.B. 16316/68.*
(79/68) Surge Diverters and Equipment. (Further Information.) Tender documents now available. E.S.B. 16317/68.*
(79/68) Transformers and Accessories. (Further Information.) Tender documents now available. E.S.B. 16318/68.*
Postmaster-General's Department:
(82/68) Telephone Trunk Exchanges and Equipment. January 30, 1969. E. S. B. 17425/68.*
(81/68) Diesel Rail Cars for Victorian Railways. May 15. E.S.B. 17414/68.

BELGIUM

Shape:
(80/68) Test Equipment. June 3. E.S.B. 16779/68.*
(81/68) Cable and Wire. May 27. E.S.B. 17200/68.*

BURMA

(79/68) Power Plant for Electricity Supply Board. Closing date has been postponed to June 29. E.S.B. 1186/68.
(78/68) Acid Pickling Baskets for Industrial Development Corporation. May 15. E.S.B. 16400/68.*
Ministry of Defence:
(79/68) Electrical Equipment. May 22. E.S.B. 16727/68.*
(79/68) Steel Plate. May 20. E.S.B. 16735/68.
(79/68) Bathroom Fixtures and Fittings. May 21. E.S.B. 16734/68.*
(83/68) Cement for Ministry of National Planning. May 20. E.S.B. 17743/68.*
(79/68) Asphalt for Municipal Corporation. May 21. E.S.B. 16701/68.*
People's Electro-Mechanical Services:
(79/68) Transistor Tester. June 7. E.S.B. 16719/68.*
(79/68) Signal Injector. June 7 E.S.B. 16718/68.*
(79/68) Signal Tracers. June 7. E.S.B. 16720/68.*
(79/68) Output Meter. June 7. E.S.B. 16721/68.*
People's Oil Industry:
(83/68) Storage Tanks. May 15. E.S.B. 17744/68.*
(83/68) Storage Tanks. May 16. E.S.B. 17746/68.*
(83/68) Log Deck Equipment for State Timber Board. June 8. E.S.B. 17742/68.*

CANADA

Manitoba Hydro :
(78/68) Switchboards. (Further Information.) Tender documents now available. E.S.B. 15970/68.*
(81/68) Generator Control Unit and Equipment. May 24. E.S.B. 17195/68.*
(82/68) Steam Turbo Generator for Saskatchewan Power Corporation. June 25. E.S.B. 16079/68.

CEYLON

(78/68) Pipes for Colombo Port Commission. (Further Information.) Tender documents now available. E.S.B. 15642/68.*
(83/68) Steel, Iron and Aluminium Sheets and Sections for Co-operative Wholesale Establishment. (Further Information. Tender documents now available. E.S.B. 16337/68.*
(82/68) Pipes and Fittings; Workshop Equipment for Paranthan Chemicals Corporation. May 24. E.S.B. 17424/68.
State Engineering Corporation of Ceylon:
(79/68) Electric Lamps. May 15. E.S.B. 16390/68.*
(79/68) Electrical Supplies. May 16 E.S.B. 16391/68.*
(83/68) Vehicles for Tender Board, Division of Water Supply, Drainage and Local Government Works. May 17. E.S.B. 17705/68.
(83/68) Lorry Chassis and Water Bowsers for Tender Board, Land Commissioners Department. May 25. E.S.B. 17706/68.

CHILE

Empresa Nacional de Electricidad S.A.:
(79/68) Steel Linings. July 30. E.S.B. 16756/68.*
(79/68) Power Transformer. May 24. E.S.B. 16764/68.*

COSTA RICA

(81/68) Closed Circuit Television Equipment for Banco Anglo Costarricense. June 14. E.S.B. 17199/68.*
(81/68) Rail Spikes for Provceduria del Ferrocarril Electrico al Pacifico. May 16. E.S.B. 17196/68.*

CYPRUS

(82/68) Weather Reports Dissemination System for Cyprus Telecommunications Authority. June 14. E.S.B. 17486/68.*

GREECE

Ministry of Commerce:
(79/68) Chemicals. May 22. E.S.B. 16744/68.*
(79/68) Automatic Scales. May 15. E.S.B. 16741/68.*
(79/68) Milling Machine Plane. May 20. E.S.B. 16743/68.*
(79/68 Light Fixtures. May 15. E.S.B. 16740/68.*
(81/68) Radio Equipment. May 27. E.S.B. 17152/68.*
(81/68) Pumps. May 17. E.S.B. 17153/68.*
(81/68) Transceivers. May 24. E.S.B. 17156/68.*
(81/68) Button Moulds; Button Perforating Machine. May 15. E.S.B. 17157/68.*
(83/68) Cheque Issuing Machines; Bag Glueing Machines. May 15. E.S.B. 17155/68.*
Public Power Corporation:
(81/68) Bridge Scales. May 25. E.S.B. 17147/68.
(81/68) Electro-Generators May 23. E.S.B. 17148/68.
(81/68) Desalination Plant. May 29. E.S.B. 17149/68.
(81/68) Switch Clock Apparatus May 20. E.S.B. 17150/68.

HONG KONG

Government Stores Department:
(80/68) Light Fittings. May 24. E.S.B. 16784/68.*
(80/68) Gate Valves. May 24. E.S.B. 16785/68.*
Tender Board, Colonial Secretariat:
(81/68) Joints and Rings. May 24. E.S.B. 17176/68.*
(81/68) Pipe Fittings. May 24. E.S.B. 17177/68.*

A technician working on the control console of a 150,000 volt high tension X-ray generator, over 50 per cent of which are destined for export. Watson & Sons (Electro-Medical) Ltd. of Wembley, a subsidiary of GEC, claim to account for over 75 per cent of all diagnostic X-ray equipment exported from the United Kingdom. Batch production techniques are now being used at the Wembley factory to help meet the increasing demands from radiologists both at home and overseas. Widely used in hospitals throughout the United Kingdom, Watson equipment may also be found in over 60 overseas countries.

INDIA

Beas Purchase Organization:
(78/68) Theodolite and Traversing Equipment. (Further Information.) Tender documents now available. E.S.B. 11920/68.*
(78/68) Theodolite and Traversing Equipment (Further Information.) Tender documents now available. E.S.B. 11921/68.*
(78/68) Surveying Instruments. (Further Information.) Tender documents now available. E.S.B. 11922/68.*
Bharat Heavy Electricals Ltd.:
(78/68) Copper Rings. May 17. E.S.B. 16366/68.*
(78/68) Valves. May 24. E.S.B. 16367/68.*
(78/68) Commutator Segments. May 17. E.S.B. 16368/68.*
(83/68) Switchgear for Damodar Valley Corporation. (Further Information.) Tender documents now available. E.S.B. 15233/68.*
Directorate General of Supplies and Disposals:
(78/68) Grinding Machine (Further Information.) E.S.B. 15930/68.*

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs only £10 10s.*

The **Export Service Bulletin** *is available only to individuals resident and firms registered and carrying on business in the United Kingdom.*

If you would like a specimen copy get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7058. Telex 886143, AB: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.

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(80/68) Gang Slitting Machine. June 5. E.S.B. 17107/68.*
(81/68) Conductors for Gujarat Electricity Board. May 20. E.S.B. 17140/68.
Heavy Electricals (India) Ltd.:
(78/68) Cupro Nickel. May 15. E.S.B. 16378/68.
(81/68) Copper Wire Bars. May 18. E.S.B. 17142/68.
(81/68) Aluminium Silicon Alloy. May 17. E.S.B. 17143/68.
(81/68) Copying and Blue Printing Machines for **Hindustan Aeronautics Ltd.** May 29. E.S.B. 17141/68.
Indian Oil Refinery Ltd.:
(79/68) Diesel Engine. May 23. E.S.B. 16774/68.
(79/68) Liquid Ammonia Cylinder. May 15. E.S.B. 16775/68.*
(78/68) Bar Turning Machine for Integral Coach Factory (Further Information.) Tender documents now available. E.S.B. 14659/68.*
(78/68) Valves for Plant Design Circle. (Further Information.) Tender documents now available. E.S.B 7775/68.*
(78/68) Electrical Signalling Equipment for Railway Board. (Further Information.) E.S.B. 15265/68.*
(79/68) Suction Dredger for River Valley Projects Department. May 15. E.S.B. 16776/68.

IRAN

(79/68) Lanterns for Iranian State Railways. June 2. E.S.B. 16763/68.*

IRAQ

(81/68) Rubber Petrolic and Fire Hose; Rain Coats; Brushes for Administration of Distribution of Oil Products. May 18. E.S.B. 17191/68.
(81/68) Installation of Concrete Plant for Amanat Al-Assima. May 26. E.S.B. 17188/68.
Ministry of Defence:
(81/68) Musical Instruments. June 1. E.S.B. 17408/68.
(81/68) Cable Laying Apparatus. May 25. E.S.B. 17190/68.
(81/68) Hemp Mattresses. June 4. E.S.B. 17181/68.
(81/68) Mosquito Nets. June 11. E.S.B. 17182/68.
(81/68) Fire Fighting Equipment. June 1. E.S.B. 17409/68
(81/68) Sporting Equipment. June 4. E.S.B. 17410/68.
(81/68) Kit Bags. June 11. E.S.B. 17183/68.
(81/68) Tarpaulin. June 15. E.S.B. 17184/68.
(81/68) Stationery. May 28. E.S.B. 17404/68.
(81/68) Linen. May 28 E.S.B. 17405/68.
(81/68) Uniforms. May 25. E.S.B. 17406/68.
(81/68) Webbed Carriers for Rifles. June 1. E.S.B. 17407/68.
(81/68) Construction of Glass Factory for Ministry of Industry. July 8. E.S.B. 17189/68.
Ministry of Municipalities and Works:
(81/68) Chlorine Gas Cylinder. May 27. E.S.B. 17186/68.
(82/68) Construction of Hospital. May 28. E.S.B. 17491/68.
(81/68) Teleprinter Automatic Tape Transmitter for Posts Telegraphs and Telephones Administration. May 27. E.S.B. 17187/68.

IRISH REPUBLIC

(81/68) Fire Fighting Appliances for Louth County Council. June 12. E.S.B. 17413/68.
(79/68) Fluoridation Equipment for Mayo County Council. May 24. E.S.B. 16761/68.
(81/68) Garage Equipment for Tipperary (S.R.) County Council. May 15. E.S.B. 17412/68.

ISRAEL

(78/68) Construction of Wharves for Israel Ports Authority. (Pre-qualification.) July 15. E.S.B. 16369/68.

ITALY

(83/68) Replacement of Airfields Lighting Cable for Ministero della Difesa. May 30. X.P. 536/68.

JORDAN

Jordan Petroleum Refinery Co.:
(78/68) Tube Bundle. May 21. E.S.B. 16371/68.*
(78/68) Electrical Fittings. May 21. E.SB. 16372/68.*
(78/68) Oil and Grease. May 21. E.S.B. 16373/68.*
(79/68) Motors. May 21. E.S.B. 16374/68.*
Natural Resources Authority:
(79/68) Pumping Unit. May 15. E.S.B. 16375/68.
(79/68) Pumping Unit. May 15. E.S.B. 16376/68.*

KOREA

(79/68) Electrical and Laboratory Supplies for Office of Supply. May 16. E.S.B. 16728/68.*

LEBANON

Conseil Executif Des Grands Projets:
(79/68) Construction of Motorway and Roads. June 6. E.S.B. 16709/68.
(82/68) Sewage Scheme. (Pre-qualification Information.) June 1. E.S.B. 17508/68.*

LIBYA

(83/68) Equipment and Clothes for Physical Education for Central Tenders Board. May 20. E.S.B. 17497/68.
(83/68) Vehicle Spare Parts for Ground Forces Command. May 20. E.S.B. 17475/68.*
Ministry of Defence:
(79/68) Road Construction. June 24. E.S.B. 16769/68.
(79/68) Furniture and Equipment for Ministry of Education. May 20. E.S.B. 16766/68.
(83/68) Cleaning Materials and Utensils for Ministry of Finance. May 31. E.S.B. 17498/68.*
(79/68) Furniture; Clothing for Ministry of Health. June 10. E.S.B. 16767/68.
(79/68) Poster Design for Ministry of Tourism. June 6. E.S.B. 16770/68.

MALAYSIA

(83/68) Printers' Machinery for Government Printing Department. June 10. E.S.B. 17707/68.*
(78/68) Generating Plant for National Electricity Board. (Further Information.) Tender documents now available. E.S.B. 14657/68.*
(81/68) Construction of Water Supply Scheme for Public Works Department. May 20. E.S.B. 17197/68.
State Tenders Board:
(81/68) Transformers. July 1. E.S.B. 17178/68.*
(81/68) Steel Frame Building; Crane; Generating Set; Fuel Tank Control Equipment. June 24. E.S.B. 15689/68.*

MALTA

(80/68) Milk Powder for Director of Contracts. May 16. E.S.B. 16000/68.
Treasury:
(79/68) Paper. May 16. E.S.B. 16765/68.*
(81/68) Detergent. May 30. E.S.B. 17173/68.*
(81/68) Protein and Vitamin Concentrates. May 30. E.S.B. 17175/68.*
(81/68) Installation of Telephone Exchange. May 30. E.S.B. 17174/68.*

NETHERLANDS

(79/68) Canal Diversion Works for Directorate of Waterways. May 15. E.S.B. 16710/68.

NEW ZEALAND

(83/68) Cable for Dunedin City Corporation. June 5. E.S.B. 17745/68.*
General Post Office:
(79/68) Canvas. May 22. E.S.B. 16733/68.*
(82/68) Hi Fi Receiver. May 28. E.S.B. 17423/68.*
(79/68) Shackles. May 27. E.S.B. 16731/68.*
(79/68) Cable. May 23. E.S.B. 16732/68.*
(82/68) Scales. May 24. E.S.B. 17482/68.*
(82/68) Towels. May 21. E.S.B. 17483/68.*
(82/68) Staples. May 24. E.S.B. 17484/68.*
(79/68) Surgical Dressings and Appliances for Wellington Hospital Board. May 17. E.S.B. 16707/68.

NIGERIA

(83/68) Woollen Blankets for Federal Prisons Department. May 21. E.S.B. 17708/68.

PAKISTAN

(82/68) Power Line Distribution Materials for Karachi Electric Supply Corporation. May 17. E.S.B. 17422/68.*
(80/68) Water Tanks for Water and Sewerage Authority. (Advance Information.) E.S.B. 16782/68.

PARAGUAY

(81/68) Chemicals; Reagents for Instituto de Prevision Social. May 17. E.S.B. 17139/68.*

PERU

(79/68) Hydro-Electrical Plant for Ministry of Development and Public Works Electricity. August 5. E.S.B. 16745/68.

SAUDI ARABIA

(79/68) Construction of Hangars for Royal Saudi Air Force. May 22. E.S.B. 16771/68.

SENEGAL

Senegalese Railways:
(83/68) Track Maintenance Equipment. May 31. E.S.B. 17738/68.*
(83/68) Telecommunication Materials. June 6. E.S.B. 17739/68.*
(83/68) Railway Materials and Equipment. June 18. E.S.B. 17740/68.*

(Continued on next page)

An ACT container at a British Rail freight depot where special cranes are used to transfer containers between road and rail vehicles. In planning for a new container service between the United Kingdom and Australia, ACT and its Australian associate, T-OC are building their operational structure around two Honeywell computer systems. An illustrated preview of the Container Exhibition appears in this issue.

Robert Hough
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SOUTH AFRICA

(82/68) Water Tank Trailers for Tender Board. May 21. E.S.B. 17468/68.*

Cape Provincial Tender Board:

(81/68) Intravenous Solutions. May 17. E.S.B. 17158/68.*

(81/68) Steel Furniture. May 17. E.S.B. 17159/68.*

(81/68) Hypodermic and Suture Needles. May 17. E.S.B. 17162/68.*

(81/68) Science Requisites. May 21. E.S.B. 17164/68.*

(81/68) Science Requisites. May 24. E.S.B. 17165/68.*

(80/68) Revolving Floor for Public Works Department. (Pre-Qualification.) May 16. E.S.B. 16739/68.*

(83/68) Diesel Engines for South West Africa Administration. May 21. E.S.B. 17696/68.*

SUDAN

(79/68) Cranes and Equipment for Sudan Railways. May 21. E.S.B. 16363/68.*

SYRIAN ARAB REPUBLIC

(81/68) Canal Construction for Aleppo Water Administration. Closing date not advised. E.S.B. 16798/68.

TAIWAN

Central Trust of China:

(79/68) Reflective Sheeting. May 20. E.S.B. 16746/68.*

(79/68) Steel Plates. May 13. E.S.B. 16747/68.*

(79/68) Club Tubes. May 13. E.S.B. 16748/68.*

(79/68) Valves. May 15. E.S.B. 16749/68.*

(79/68) Steel Line Pipes. May 13. E.S.B. 16752/68.*

(79/68) Temperature Controller. May 13. E.S.B. 16753/68.*

(82/68) Terminating Panel. May 22. E.S.B. 17447/68.*

(82/68) Pump and Accessories. May 17. E.S.B. 17453/68.*

(82/68) Crane. May 17. E.S.B. 17455/68.*

(82/68) Industrial X-ray Unit Accessories. May 17. E.S.B. 17456/68.*

(82/68) Respiration Apparatus. May 21. E.S.B. 17449/68.*

(82/68) Transformers. May 18. E.S.B. 17451/68.*

(82/68) Warfarin. May 17. E.S.B. 17427/68.*

(82/68) Graphite Powder. May 20. E.S.B. 17432/68.*

(82/68) Trucks. May 16. E.S.B. 17433/68.*

(82/68) Overhead Line Equipment. May 16. E.S.B. 17454/68.*

(82/68) Laboratory Equipment. May 17. E.S.B. 17455/68.*

(83/68) Calcium Phosphate. May 17. E.S.B. 17439/68.*

(82/68) Carbon Steel Conveyor Belt. May 17. E.S.B. 17440/68.*

(82/68) Crane. May 20. E.S.B. 17441/68.*

(82/68) Cutout Covers. May 20. E.S.B. 17442/68.*

(82/68) Cellulose Wrapping. May 20. E.S.B. 17443/68.*

(82/68) Steel Tunnel Supports. May 20. E.S.B. 17445/68.*

(82/68) Cigarette Paper. May 22. E.S.B. 17446/68.*

(82/68) Aldrin. May 21. E.S.B. 17457/68.*

(82/68) Drum Jacks. May 17. E.S.B. 17458/68.*

(82/68) Railway Coaches. May 24. E.S.B. 17459/68.*

(82/68) Transmitters; Generators. May 21. E.S.B. 17485/68.*

(82/68) Printing Counter. May 15. E.S.B. 17448/68.*

(82/68) Metering Outfits. May 18. E.S.B. 17454/68.*

TANZANIA

(93/68) Pipes for Central Tender Board. May 30. E.S.B. 17736/68.

THAILAND

Metropolitan Electricity Authority:

(83/68) Power Capacitors. June 4. E.S.B. 17729/68.*

(83/68) Insulators. (Further Information.) Closing date has been postponed to May 29. E.S.B. 13241/68.*

(83/68) Copper Pipes. (Further Information.) Closing date has been postponed to May 24. E.S.B. 12390/68.*

(80/68) Power Plant Equipment for National Energy Department. June 10. E.S.B. 17129/68.

(83/68) Rubber Fender for Port Authority of Thailand. June 3. E.S.B. 17730/68.*

(81/68) Vehicles for Provincial Electricity Authority. May 28. E.S.B. 17114/68.*

(83/68) Electrical Equipment and Accessories for Royal Irrigation Department. May 21. E.S.B. 17731/68.*

State Railway of Thailand:

(78/68) Electric Hoist. May 15. E.S.B. 16360/68.

(79/68) Hoist. May 15. E.S.B. 16397/68.

(78/68) Motor. May 15. E.S.B. 16398/68.

(79/68) Train Lighting Equipment. June 5. E.S.B. 16395/68.

When Mr. Norman Maule, export sales manager of James Neill & Co. (Sheffield) Ltd., gave a talk to the company's executives on the planning and organization behind the export effort for Eclipse tools he used this model of a palm tree to indicate the company's export progress. Within the past 20 years exports by the company have increased tenfold. The company's export effort is widely dispersed over the whole world. James Neill are now dealing with more than 1,750 different firms. Last year the company's exports reached £1,900,000 and in 1968 it is planning to break through the £2 million mark.

(80/68) Milling Machine. May 27. E.S.B. 17138/68.*

(80/68) Transformer. May 28. E.S.B. 17130/68.*

(80/68) Steam Cleaner. May 28. E.S.B. 17130/68.*

(80/68) Lathe. May 29. E.S.B. 17132/68.*

(80/68) Permanent Way Equipment. May 27. E.S.B. 17133/68.

(80/68) Lathe. May 28. E.S.B. 17134/68.*

(80/68) Gas Welding Equipment. May 15. E.S.B. 17137/68.

(81/68) Pump. May 29. E.S.B. 17112/68.

(81/68) Electric Dynamometer. May 27. E.S.B. 17113/68.

(81/68) Shaping Machine. May 28. E.S.B. 17136/68.*

(81/68) Fork Lift Truck. May 15. E.S.B. 17126/68.

(83/68) Positive and Negative Plates. May 16. E.S.B. 17719/68.

(83/68) Turning Tools. May 16. E.S.B. 17726/68.

(83/68) Coupling Devices. June 10. E.S.B. 17734/68.

(83/68) Glass. May 15. E.S.B. 17824/68.

(83/68) Keyway Cutting Machine. May 29. E.S.B. 17720/68.*

(83/68) Arc Welder. May 16. E.S.B. 17722/68.

(83/68) Hydraulic Tools. May 28. E.S.B. 17723/68.

(83/68) Platform Truck. May 24. E.S.B. 17724/68.

(83/68) Cable for Thailand Tobacco Monopoly. May 23. E.S.B. 17713/68.

TURKEY

(82/68) Animal Feed Plants for Animal Fodder Industry Corporation. May 28. E.S.B. 17467/68.*

Ankara Electricity Gas and Bus Administration:

(82/68) Circuit Breakers. May 15. E.S.B. 17462/68.*

(82/68) Circuit Breakers. May 15. E.S.B. 17463/68.*

(81/68) Cow Milking Plant for Ataturk Forest Farm Management. May 15. E.S.B. 16169/68.*

(79/68) Excavators for Genel Mudurlugu State Railways. May 20. E.S.B. 16386/68.*

(81/68) Motorcycles for Jandarma Genel Komutanligi. May 15. E.S.B. 16799/68.*

(81/68) Workshop Equipment for Ministry of National Education. May 31. E.S.B. 16168/68.*

(82/68) Chemicals for Naval Forces Command. June 25. E.S.B. 17465/68.*

(82/68) Pilot Lamps for P.I.T. Genel Mudurlugu. May 20. E.S.B. 17474/68.*

(82/68) Miscellaneous Equipment for State Airports Administration. May 15. E.S.B. 17466/68.*

State Highways Department:

(82/68) Filter Elements. May 22. E.S.B. 17469/68.*

(82/68) V Belts. May 22. E.S.B. 17492/68.*

(82/68) Roller Chain. May 22. E.S.B. 17471/68.*

(83/68) Fitting and Repair Kit Spare Parts. May 22. E.S.B. 17470/68.*

(83/68) Broom Fibre. June 3. E.S.B. 17737/68.*

(83/68) Drills and Bits. May 22. E.S.B. 17493/68.*

(83/68) Wire Screen. May 22. E.S.B. 17472/68.*

(83/68) Asphalt Transfer House. May 22. E.S.B. 17473/68.*

(82/68) Forklift Trucks for Turkish Maritime Bank. May 16. E.S.B. 17438/68.*

UNITED STATES OF AMERICA

(82/68) Tower Steel for Bonneville Power Administration. May 22. E.S.B. 17437/68.*

Bureau of Reclamation:

(79/68) Central and Telemetering Equipment. (Advance Information.) Closing date not known. E.S.B. 16387/68.

(79/68) Pumps. (Advance Information.) Closing date not known. E.S.B. 16388/68.

(79/68) Switches. (Advance Information.) Closing date not known. E.S.B. 16389/68.

(82/68) Rebuilding of Power Transformers. (Further Information.) Tender has been re-issued and closing date now June 4. E.S.B. 12332/68.*

URUGUAY

(79/68) Marine Diesel Engine for State Electricity Board. First call June 6, second call June 11. E.S.B. 17010/68.*

VIETNAM

(79/68) Electrical Supplies for Industrial Development Centre. June 29. E.S.B. 17009/68.*

YUGOSLAVIA

(79/68) Construction of Steel Bridges for Railway Transport Enterprise. May 28. E.S.B. 16738/68.*

ZAMBIA

(80/68) Laboratory Equipment for Central Supply and Tender Board. May 24. E.S.B. 16792/68.*

PUBLICITY OVERSEAS FOR UNITED KINGDOM TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** *– three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

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Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.**†

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 427, Telex 886143, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Abu Dhabi
(79/68) Inquiry for ceramic tile-making machines; concrete mixers and block-making machines; hoists. E.S.B. 16933/68.

Afghanistan
(79/68) Market report on pharmaceuticals. E.S.B. 27103/67.

Algeria
(82/68) Inquiry for chemicals. E.S.B. 16983/68.

Australia
(78/68) Agency inquiry for textiles. E.S.B. 5150/68.
(79/68) Agency inquiry for air-conditioning equipment; desalination equipment; gas appliances; welding equipment. E.S.B. 7882/68.
(79/68) Agency inquiry for anatomical models and charts. E.S.B. 16152/68.
(83/68) Agency inquiry for laboratory and optical equipment. E.S.B. 17216/68.
(78/68) Inquiry for wire netting. E.S.B. 16468/68.
(79/68) Inquiry for hoist. E.S.B. 16538/68.
(79/68) Inquiry for industrial grade phenol; laminates; vinyl film. E.S.B. 16036/68.
(80/68) Inquiry for pharmaceutical and agricultural chemicals; plastic raw materials; synthetic resins. E.S.B. 12960/68.
(81/68) Inquiry for turntable fire escapes. E.S.B. 17043/68.

Bahrain
(82/68) Inquiry for metal bedsteads. E.S.B. 14807/68.

Barbados
(80/68) Market report on heating, ventilating and air-conditioning equipment. E.S.B. 43947/67.
(81/68) Inquiry for soap-wrapping machinery. E.S.B. 14118/68.

Belgium
(80/68) Agency inquiry for castors. E.S.B. 17051/68.
(81/68) Inquiry for cold rolled steel. E.S.B. 10897/68.

Bolivia
(79/68) Inquiry for electric motors. E.S.B. 16696/68.
(80/68) Inquiry for lens. E.S.B. 17019/68.

British Honduras
(79/68) Agency inquiry for exercise books; hand tools. E.S.B. 16658/68.

Bulgaria
(82/68) Inquiry for conveyor belts; pumps. E.S.B. 17361/68.

Canada
(79/68) Agency inquiry for crimplene fabrics. E.S.B. 16046/68.
(82/68) Agency inquiry for toys. E.S.B. 17586/68.
(78/68) Inquiry for lightweight glass tumblers. E.S.B. 16679/68.
(79/68) Inquiry for commutators. E.S.B. 16949/68.
(79/68) Inquiry for floor coverings; light hardware; prefinished building materials. E.S.B. 11228/68.
(81/68) Inquiry for biscuits; confectionery. E.S.B. 17344/68.
(81/68) Inquiry for iron pipe fittings. E.S.B. 17340/68.
(81/68) Inquiry for roll-forming machine. E.S.B. 16673/68.
(82/68) Inquiry for giftware; jewellery; novelties; toys. E.S.B. 17671/68.
(83/68) Inquiry for stationery items. E.S.B. 17844/68.

Cayman Islands
(79/68) Inquiry for cutlery and tableware; glassware; gift articles; linen; sportswear and beachwear; sweaters. E.S.B. 15438/68.

†For further details of the 'Export Service Bulletin' see page 1378.

Ceylon
(81/68) Agency inquiry for pumps. E.S.B. 17352/68.
(81/68) Inquiry for bottle sealer; jam boiling pan; mincing machine; sterilizing tanks. E.S.B. 17296/68.

Colombia
(78/68) Agency inquiry for road construction equipment. E.S.B. 16680/68.

Denmark
(78/68) Agency inquiry for coats. E.S.B. 16668/68.

Dominica
(79/68) Inquiry for cardboard containers; white fish meal. E.S.B. 16648/68.

Europe
(80/68) The Space Documentation Service. E.S.B. 8619/68.

Fiji
(79/68) Inquiry for building materials; gardening tools; hardware; sanitary ware. E.S.B. 37344/67.

Finland
(78/68) Agency inquiry for smokers' requisites. E.S.B. 16197/68.
(81/68) Inquiry for toys. E.S.B. 16272/68.
(83/68) Market report on heating, plumbing and air-treatment equipment. E.S.B. 44337/67.

France
(80/68) Agency inquiry for cutting tools. E.S.B. 17057/68.
(83/68) Agency inquiry for pig-rearing equipment; poultry-rearing equipment. E.S.B. 16586/68.

Germany, Federal Republic of
(79/68) Agency inquiry for chemical basic materials. E.S.B. 16649/68.
(81/68) Agency inquiry for men's knitwear. E.S.B. 17322/68.
(82/68) Agency inquiry for adhesives; data processing accessories and supplies; label dispensers; typewriter ribbons. E.S.B. 17572/68.
(82/68) Agency inquiry for knitwear; women's outerclothing. E.S.B. 15783/68.
(82/68) Agency inquiry for novelty items; toys; small electrical goods. E.S.B. 13327/68.
(82/68) Agency inquiry for women's knitwear. E.S.B. 17331/68.
(83/68) Agency inquiry for cotton fabrics. E.S.B. 17681/68.
(83/68) Agency inquiry for paper machinery parts. E.S.B. 16651/68.
(79/68) Inquiry for granite and marble. E.S.B. 16980/68.
(79/68) Inquiry for spring steel bands. E.S.B. 16440/68.

Ghana
(79/68) Inquiry for yarns. E.S.B. 16899/68.

Greece
(80/68) Agency inquiry for animal and vegetable colours. E.S.B. 40132/67.

Guatemala
(80/68) Agency inquiry for medical, surgical and dental instruments and equipment. E.S.B. 16416/68.

Guyana
(78/68) Inquiry for hotel bedroom furniture; bedding. E.S.B. 10077/68.
(79/68) Inquiry for barbed wire; chain link fencing; bolts and nuts; metal rods and sheets. E.S.B. 14883/68.
(79/68) Inquiry for reconditioned cinema equipment and seats. E.S.B. 16931/68.

Hong Kong
(79/68) Inquiry for cosmetic cases; earrings; household hand tools and gadgets; women's fashion accessories. E.S.B. 15937/68.
(81/68) Inquiry for nautical books, maps and instruments; charting stationery. E.S.B. 17525/68.

India
(78/68) Inquiry for flame cutting machine; flame planing machine. E.S.B. 16495/68.

Iran
(78/68) Agency inquiry for asbestos yarns and sheets; brass rods and sheets; copper sheets; hand tools; leather belting; machine tools; nuts and bolts; pipe fittings; rubber transmission belting; tartaric acid crystals; textile accessories; welding equipment. E.S.B. 15714/68.
(83/68) Second Asian International Trade Fair. E.S.B. 1216/G.

Irish Republic
(78/68) Agency inquiry for catering equipment; cutlery; hand tools; sealing compound; tableware. E.S.B. 5135/68.
(79/68) Agency inquiry for coats, knitwear. E.S.B. 16674/68.
(79/68) Agency inquiry for wrapping machinery; oils. E.S.B. 15840/68.

Israel
(80/68) Agency inquiry for carpet sweepers. E.S.B. 15717/68.
(82/68) Agency inquiry for balances; laboratory equipment; meters; microscopes; laboratory chemicals. E.S.B. 16942 68.
(78/68) Inquiry for aerosol ingredients; deodorized kerosene. E.S.B. 16912/68.

Italy
(78/68) Agency inquiry for vending machines. E.S.B. 16646/68.
(79/68) Agency inquiry for chemicals and minerals; metals and mineral ores. E.S.B. 16583/68.
(80/68) Agency inquiry for ancillary equipment for press forging plastics; refrigerating machinery. E.S.B. 16663/68.
(80/68) Agency inquiry for educational toys. E.S.B. 15885/68.
(81/68) Agency inquiry for medical equipment. E.S.B. 16645/68.
(78/68) Inquiry for cuttle fish. E.S.B. 16675/68.
(80/68) Inquiry for domestic incinerators. E.S.B. 16859/68.
(80/68) Manufacture under licence – metal containers. E.S.B. 16837/68.

Italy/Korea, Republic of
(79/68) Trade Agreement. C.R.E. 2307/G.

Italy/Syrian Arab Republic
(79/68) Trade Agreement. C.R.E. 8662/G.

Italy/The People's Republic of China
(78/68) Trade Agreement. C.R.E. 203096/G.

Ivory Coast Republic/Denmark
(80/68) Trade Agreement. C.R.E. 19153/G.

Ivory Coast Republic/Hungary
(80/68) Trade Agreement. C.R.E. 18877/G.

Ivory Coast Republic/Poland
(80/68) Trade Agreement. C.R.E. 20779/G.

Japan
(78/68) Agency inquiry for baby care products; rayon or viscose velvet piece-goods; woollen worsted materials. E.S.B. 16126/68.
(79/68) Agency inquiry for bronze powders. E.S.B. 16952/68.
(81/68) Agency inquiry for meat-processing machinery. E.S.B. 16901/68.
(82/68) Agency inquiry for light fittings. E.S.B. 17289/68.
(79/68) Inquiry for marine equipment. E.S.B. 9792/68.

Kenya
(80/68) Inquiry for screw-cutting machine; screw-production machinery. E.S.B. 16662/68.
(80/68) Inquiry for woodscrew-making machinery. E.S.B. 16626/68.

Kuwait
(83/68) Agency inquiry for display refrigerators; domestic electrical, gas and kerosene appliances; exhaust fans; kitchen equipment; portable generators; transformers; water coolers. E.S.B. 16886/68.

Lebanon
(79/68) Agency inquiry for pharmaceuticals. E.S.B. 16880/68.
(81/68) Agency inquiry for air compressors; agricultural tractors; diesel engines; generating sets; welding machines. E.S.B. 16961/68.
(81/68) Agency inquiry for confectionery; tinned foodstuffs. E.S.B. 7886/68.

Liberia
(79/68) Inquiry for alcoholic beverages; chinaware; cosmetics; mattresses; perfumery; smokers' requisites; stainless steel cutlery and kitchenware; whisky; wool and synthetic suiting materials. E.S.B. 16064/68.

Malaysia
(78/68) Inquiry for hospital laundry machine. E.S.B. 16245/68.
(79/68) Inquiry for valves and fittings. E.S.B. 17053/68.

Mauritius
(81/68) Inquiry for patterned cotton poplin shirts. E.S.B. 17240/68.

Mexico
(79/68) Inquiry for steel torch cutting, welding, cleaning, flattening and straightening equipment. E.S.B. 16299/68.

Morocco
(79/68) Agency inquiry for alternators; flour milling equipment. E.S.B. 16898/68.

Netherlands
(78/68) Agency inquiry for motor vehicle parts and equipment; tools. E.S.B. 16023/68.

(Continued on next page)

New Zealand
(80/68) Agency inquiry for flow meters. E.S.B. 16628/68.
(81/68) Agency inquiry for glassware; holloware; vacuum flasks; sheet metal. E.S.B. 16693/68.
(83/68) Agency inquiry for marine instruments and equipment; pumps. E.S.B. 17544/68.
(81/68) Inquiry for chemicals. E.S.B. 6341/68.
(82/68) Inquiry for corrugated roofing iron; cutlery; domestic enamelled holloware; hand tools; saddlery and harness. E.S.B. 17685/68.
(82/68) Inquiry for men's suit lengths. E.S.B. 17812/68.
(82/68) Inquiry for stationery. E.S.B. 17534/68.
(83/68) Inquiry for aluminium mesh. E.S.B. 17624/68.

Nicaragua
(80/68) Inquiry for agricultural implements. E.S.B. 17041/68.

Nigeria
(82/68) Inquiry for office equipment and supplies. E.S.B. 17693/68.
(82/68) Inquiry for water heaters; water storage tanks. E.S.B. 17669/68.
(83/68) Inquiry for brake lining and rivet-producing machinery. E.S.B. 17648/68.
(83/68) Inquiry for building materials; hardware; polythene bags, wrapping and packaging materials. E.S.B. 17647/68.
(83/68) Inquiry for building materials; lace and embroidery; suitings; textile fabrics. E.S.B. 17690/68.

North America
(79/68) North American store buyers visit London. E.S.B. 4763/67.

Norway
(82/68) Inquiry for plastic adhesive material. E.S.B. 17017/68.

Pakistan
(78/68) Inquiry for automatic filling and sealing machine. E.S.B. 16558/68.
(78/68) Inquiry for stationery; stationers' requisites. E.S.B. 16885/68.
(78/68) Inquiry for woollen mill machinery. E.S.B. 16866/68.

Portugal
(80/68) Agency inquiry for industrial kitchen equipment. E.S.B. 5725/68.
(83/68) Inquiry for women's knitwear; women's clothing and accessories. E.S.B. 7939/68.

Rumania
(81/68) Inquiry for butchers' knives, choppers, sharpeners. E.S.B. 17007/68.
(81/68) Inquiry for counting machinery. E.S.B. 17006/68.

Sierra Leone
(80/68) Agency inquiry for pressing irons; salt; sugar; textiles. E.S.B. 16516/68.
(78/68) Inquiry for metal sheeting corrugator; galvanizing unit. E.S.B. 15806/68.

Singapore, Republic of
(78/68) Inquiry for hotel equipment and accessories. E.S.B. 16474/68.
(81/68) Inquiry in respect of electric power system. E.S.B. 17354/68.

South Africa
(80/68) Manufacture under licence – women's and men's hats. E.S.B. 16849/68.
(83/68) Inquiry for roller chain sprockets. E.S.B. 17814/68.

Sweden
(82/68) Agency inquiry for drawing film; cable paper. E.S.B. 17527/68.

Switzerland
(78/68) Agency inquiry for cables; wire. E.S.B. 16801/68.
(79/68) Inquiry for business gift articles; inflatable toys. E.S.B. 17071/68.
(80/68) Manufacture under licence – transport containers. E.S.B. 17054/68.
(82/68) Inquiry for steel bars and mesh. E.S.B. 17694/68.

Taiwan
(78/68) Inquiry for chemical plant; closing and filling machinery; electric bath; tank. E.S.B. 16525/68.
(78/68) Inquiry for flour. E.S.B. 16464/68.

Trinidad and Tobago
(80/68) Agency inquiry for polythene sacks. E.S.B. 17283/68.
(79/68) Inquiry for biscuits; tomato ketchup; peanut butter. E.S.B. 16934/68.
(82/68) Inquiry for packaging machine. E.S.B. 17645/68.

Tunisia/United Arab Republic (Egypt)
(79/68) Trade Agreement. C.R.E. 5045/G

Turkey
(78/68) Inquiry for plastic sack-making plant. E.S.B. 16802/68.
(80/68) Inquiry for copper electrolization plant. E.S.B. 17081/68.
(82/68) Inquiry for chemical products; solvents. E.S.B. 8605/68.

United States of America
(78/68) Agency inquiry for chinaware; giftware. E.S.B. 10274/68.
(79/68) Inquiry for hot, cold and galvanized rolled coils; medium and high mild steel plate; carbon wire; wire rods. E.S.B. 16951/68.
(79/68) Inquiry for smokers' requisites. E.S.B. 16944/68.
(79/68) Inquiry for wool worsteds. E.S.B. 16926/68.
(80/68) Inquiry for agricultural harvester parts. E.S.B. 14218/68.
(80/68) Inquiry for wire. E.S.B. 16902/68.
(82/68) Inquiry for shelf brackets. E.S.B. 17672/68.
(82/68) Inquiry for woollen worsteds. E.S.B. 17643/68.

Various
(80/68) Visits by British overseas commercial representatives. E.S.B. 6865/66.

Venezuela
(79/68) Inquiry for pharmaceutical products. E.S.B. 16914/68.

Vietnam
(80/68) Visitors to Vietnam. E.S.B. 1209/G.

Yugoslavia
(81/68) Agency inquiry for anti-smog equipment; household appliances; kitchen equipment; marine equipment; shipyard materials and equipment; vending machines. E.S.B. 16184/68.
(81/68) Inquiry for furniture manufacturing machinery. E.S.B. 16193/68.

CATALOGUES OF GOVERNMENT PUBLICATIONS

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Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

Sieger's exports to seven countries

Recent export orders announced by J. & S. Sieger Ltd., manufacturers of gas and vapour alarm systems include sales to seven countries – Australia, France, Kuwait, Mexico, Russia, Sweden and the United States – and total some £19,000. Approximately 76 per cent of the firm's products are exported. Mr. J. Sieger, a director of the company has recently been appointed chairman of the new Wessex Exporters Club.

English Electric's Philippine contract

Next year, power supplies for the busy, Far Eastern seaport of Iloilo on Panay Island in the Philippines, one of the oldest cities of the early Spanish Colonies and the island's commercial centre for the export of tobacco, rice and sugar, will be provided by one of the latest vee-form diesel generating sets produced by the Ruston Sub-Group of English Electric Diesels Limited.

Ordered by the Panay Electricity Company at a cost of £180,000, the diesel generating set will provide 4,056 kW of base-load electrical power for an expanding city of some 200,000 people.

A new power station will be built at Iloilo to house the Vulcan base-load plant. Until this is completed and commissioned, high demands on the existing supply network will be met, at peak periods, by a 572 kW standby diesel generating set which the Dorman Sub-Group of English Electric Diesels Limited is to deliver.

Jetstream sales drive in United States

Another of Britain's export-winning Jetstreams, the fourth prototype, and the first to be fully furnished and equipped for its role as a luxurious business aircraft, will fly to the United States next month for a programme of sales demonstrations beginning at New York.

So far, 176 Jetstreams (worth £40 million) have been ordered for operators in Europe, the Americas and Africa. Of these 76 – plus options for more – are earmarked for the United States.

Powered by two Rolls-Royce Turbomeca Astazou XIV engines, the pressurized Jetstream has a speed of 300 mph, cruises at 30,000 ft. and can fly 2,000 miles non-stop, with seats for 6-12 passengers. It can carry up to 18 passengers for commuter services.

Qatar order for warehouse

Taylor Woodrow (Building Exports) Ltd. has been awarded a contract worth £85,000 for the supply of two 200 ft. clear span Arcon steel-framed warehouse structures to the man-made deep water port now under construction at Doha, capital of Qatar.

The order, placed by the Qatar Government's Engineering Services Department and representing a total storage area of 160,000 sq. ft., was won against strong competition from other British suppliers. It includes aluminium roof and wall cladding, ridge ventilators, translucent rooflights and sliding doors.

International Harvester Company of Great Britain Limited announce the completion of an order for 130 TD-8 crawler tractors for Tunisia, worth over a quarter of a million pounds. These are for agricultural programmes. This order is unusual because there has been a tendency to use crawlers less in agriculture in recent years. Further orders for Tunisia may be negotiated this year.

Japan order

James Beresford and Son Ltd. of Kitts Green, Birmingham, has secured a £32,000 order from Japan for pumping equipment for use in water gardens.

Syrian order

In the face of international competition, Sheepbridge Equipment Limited, a member of the Sheepbridge Engineering Group, has won an order valued at over £60,000 for two identical portable crushing plants from Union Engineering of Belgrade, Yugoslavia. These Plants are for use on the construction of the new 131 kilometre highway running from Homs to Serakab (near Aleppo, Syria).

Turbine order for Canada

AEI Turbine-Generators Ltd. has been awarded a contract for a 14,000 kW gas turbine-generator by the Newfoundland Light & Power Co. Ltd. for installation at Salt Pond on the Burin Peninsula. The unit will be commissioned towards the end of 1968 to safeguard the supply of electricity to the growing industries in this area of the Province of Newfoundland. Montreal Engineering Co. Ltd. are acting as consultants on this project.

Spanish order

Gilbert Gilkes and Gordon Ltd. of Kendal, Westmorland, Spanish agents have received an order to supply four sets of advanced design educational instructional equipment to the Escuela de Ingenieros de Caminos, Madrid. A further order for Escuela Technica Superior de Ingenieros, Industeriales – San Sebastian has also been received.

Norwegian order

Transparent Emballasje of Drammen, Norway, who achieved a technical breakthrough in 1962 by starting the commercial printing of thin gauge unsupported polythene on their 7-colour Halley Rotogravure press, have ordered their second 7-colour machine from James Halley and Sons Limited, West Bromwich. The order, worth £60,000, was secured by this Paker Perkins company against determined bids from several other European press manufacturers.

Electric motors for Czechoslovakia

Newman Industries Ltd., the Bristol-based electric motor manufacturer, is to supply most of the flameproof motors required for a new Paraxylene plant being constructed at Bratislava, Czechoslovakia.

Reformer furnaces for Swedish ethylene plant

Currently, Birwelco Limited of Aston, Birmingham, is erecting on site the large reformer furnaces which it has designed for a new Esso Chemical AB ethylene plant, now under construction at Stenungsund, Sweden. The plant is due for completion and commissioning later this year. The overall value of this export contract for design, supply, site erection and commissioning of the furnaces – which was secured by Birwelco Limited in the face of direct competition from European and American companies – is considerably in excess of £1,000,000.

Books for the United States

Vernon and Yates Ltd., publishers, of 138 New Bond Street, W.1, have sold 5,000 copies of a book 'Neeka the Kestrel' to J. Walker and Company, of New York. The value of the order is £4,000.

Ship conversion

Todd Combustion Ltd. of Warwick House, Swanley, Kent, has completed a contract for the conversion of the boiler room of the 'Federico C', a turbine propelled vessel owned by Costa Lines of Genoa, Italy.

Todd delivered all the equipment necessary for the conversion and provided supervising engineers so that with close co-operation with the owners and the Genoa yard involved, the conversion was completed during the ship's brief stay in Genoa. The 'Federico C' is now operating with remote manual control of the burners and flame failure protection, as designed.

Sardinia buys hydrogen plant

One of the largest capacity hydrogen purification plants valued at £70,000 to be built in the United Kingdom, a 40 million cu. ft. a day cryogenic unit designed by Air Products Limited, New Malden, Surrey, has just been shipped to Sardinia. It is to be installed at a new ethylene plant now under construction at Porto Torres on the southern tip of Sardinia, where it will produce 95 per cent pure hydrogen from the ethylene plant's hydrogen-rich overhead tail gas.

The plant was fabricated at Air Products' works at Acrefair, North Wales, for Societe Italiana Resine of Milan, the builders of the new ethylene plant. It is the second plant of its type that the Italian company has bought from Air Products.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN ECONOMIC COMMUNITY

Common organization of the market for pigmeat

THE *Board of Trade Journal* dated April 26, 1968 page 1314), contained an announcement about the common organization of the market for pigmeat.

The texts of the following Regulations, which also affect trade in this sector, have been published in the *Journal Officiel des Communautés Européennes.*

Regulation (CEE) No. 469/68 defines the intervention measures to be taken in the pigmeat sector (*Journal Officiel* No. L94 dated April 18, 1968).

Regulation (CEE) No. 485/68 fixes the sluice gate prices and the levies in the pigmeat sector (*Journal Officiel* No. L97 dated April 23, 1968).

The French texts of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of these Regulations will be published by HMSO.

Common organization of the market for eggs

THE *Board of Trade Journal* dated April 12, 1968 (page 1253), contained an announcement about the common organization of the market for eggs.

The texts of the following Decision and Regulation, which also affect trade in this sector, have been published in the *Journal Officiel des Communautés Européennes.*

Decision No. 68/183/CEE allows for certain administrative methods within the framework of the common organization of the agricultural market to be put into effect (*Journal Officiel* No. L89 dated April 10, 1968).

Regulation (CEE) No. 466/68 fixes the sluice gate prices and the levies in the egg sector (*Journal Officiel* No. L94 dated April 18, 1968).

The French text of the above Decision and Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of the Regulation will be published by HMSO.

Common organization of the market for poultry and poultry meat

THE *Board of Trade Journal* dated April 12, 1968 (page 1253), contained an announcement about the common organization of the market for poultry.

The texts of the following Decision and Regulation, which also affect trade in this sector, have been published in the *Journal Officiel des Communautés Européennes.*

Decision No. 68/183/CEE allows for certain administrative methods within the framework of the common organization of the agricultural market to be put into effect (*Journal Officiel* No. L89 dated April 10, 1968).

Regulation (CEE) No. 467/68 fixes the sluice gate prices and the levies in the poultry meat sector (*Journal Officiel* No. L94 dated April 18, 1968).

Journal Officiel No. L96 dated April 20, 1968, contains the text of a corrective to Regulation (CEE) No. 417/68 (see *Board of Trade Journal* dated April 19, 1968, page 1253), which modifies the supplementary amount for certain products in the poultry meat sector.

The French texts of the above Decision, Regulation and corrective may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of the Regulation will be published by HMSO.

Common organization of the market for cattlemeat

THE *Board of Trade Journal* dated April 26, 1968 (page 1315), contained an announcement about the common organization of the market for cattlemeat.

The text of the following Decision, which also affects trade in this sector, has been published in the *Journal Officiel des Communautés Européennes* No. L92 dated April 17, 1968.

Decision No. 68/196/CEE which fixes the price used for the calculation of levies for third countries in the cattlemeat sector.

The French text of the above Decision may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Common organization of the market for ovalbumin and lactoalbumin

THE *Board of Trade Journal* dated March 29, 1968 (page 1023), contained an announcement about the common organization of the market for ovalbumin and lactoalbumin.

The text of the following Regulation, which also affects trade in this sector, has been published in the *Journal Officiel des Communautés Européennes* No. L94 dated April 18, 1968.

Regulation (CEE) No. 468/68 fixes the sluice gate prices and the import duty for albumin and lactoalbumin.

The French texts of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of this Regulation will be published by HMSO.

Marketing of material for the propagation of vines

THE *Journal Officiel des Communautés Européennes* No. L93 contains the text of Directive No. 68/193/CEE which concerns the marketing of material for the propagation of vines, produced and marketed by the community.

Member States must take the necessary measures, before July 1, 1969, to enforce this Directive which aims at the harmonization of the definition of the materials used in the propagation of vines and will affect quality standards and the marketing, packaging and labelling of these products.

The French text of this Directive, which should facilitate the introduction of a common market policy for the wine sector (see *Board of Trade Journal* dated September 22, 1967) may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Tariff quotas in the EEC

THE *Board of Trade Journal* dated April 26, 1968 (page 1316) contained an announcement about tariff quotas in the EEC.

The texts of the following Decisions which also affect tariff quotas have been published in the *Journal Officiel des Communautés Européennes.*

Decision No. 68/200/CEE grants to Germany a tariff quota of 12,000 tonnes at a 5 per cent rate of duty for imports from third countries of molasses intended for use in the manufacture of citric acid (tariff heading No. 17.03 B III). This quota is valid for the period October 1, 1967, to June 30, 1968 (*Journal Officiel* No. L95 dated April 19, 1968).

Decision No. 68/201/CEE grants to Netherlands a tariff quota of 3,200 tonnes at a 5 per cent rate of duty for imports from third countries of molasses intended for use in the manufacture of citric acid (tariff heading No. 17.03 B III). This quota is valid for the period October 1, 1967, to June 30, 1968 (*Journal Officiel* No. L96 dated April 20, 1968).

The French texts of the above Decisions may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Rules of Competition — restrictive trading agreements and domination of markets

THE *Journal Officiel des Communautés Européennes* No. C35 dated April 19, 1968, contains an announcement relating to an application for negative clearance of a sales agreement between the Belgian association (in liquidation), 'Association Générale des Fabricants Belges de Ciment Portland Artificiel' and the following undertakings:

(1) SA (in liquidation) Carrières Dufour, Gaurain-Ramecroix, Belgium.
(2) SA Carrières, Chaux et Ciments de la Velorie, Gaurain-Ramecroix, Belgium.
(3) SA Carrières, Chaux et Ciments des Prés et de la Roquette, Gaurain-Ramecroix, Belgium.
(4) SA Compagnie des Ciments Portland de Vaulx et Antoing, Gaurain-Ramecroix, Belgium.
(5) SPRL Fernand Sherrington et Cie, Tournai, Belgium.
(6) SA Ciments Portland du Tournaisis, Vaulx-lez-Tournai, Belgium.
(7) SA Anciens Etablissements Lievin Vanderdoodt, Vaulx-lez-Tournai, Belgium.
(8) SPRL Ets Brébart-Dapsens, Calonne-lez-Antoing, Belgium.
(9) SPRL Ets Jean Agache Lampe, Antoing, Belgium.
(10) SA Société Française des Chaux Hydrauliques et Ciments de Vermondois, Paris, France.
(11) SA The Antwerp Portland Cement Company, Vaulx-lez-Tournai, Belgium.
(12) Madame Veuve Fernand Duthoit Staquet, Tournai, Belgium.
(13) SA (in liquidation) Briqueteries et Cimenteries de Bruyelles-les-Antoing, Jollain-Nerlin, Belgium.

Interested third parties are invited to submit their observations within one month from April 19, 1968, under reference IV/242, to the following address: Direction Générale de la Concurrence, Direction Ententes et Positions Dominantes, Affaires Individuelles, 170 rue de la Loi, Brussels 4, Belgique.

Further details of this announcement may be obtained, if required, from the Commercial Relations and Exports Department, Board of Trade, Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2354/2355).

Anti-dumping regulations in the EEC

THE *Journal Officiel des Communautés Européennes* No. L93 dated April 17, 1968, contained the text of Regulation (CEE) No. 459/68 which relates to measures to be taken by the European Economic Community against dumping, and the application of premiums and subsidies to exports by non-member countries of the EEC.

In due course an unofficial translation of this Regulation will be published in the *Board of Trade Journal.* The French text may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Trade in cereal based animal feedstuffs

THE *Board of Trade Journal* dated April 12, 1968 (page 1189), contained an announcement about trade in cereal based animal feedstuffs.

The text of the following Regulation, which also affects trade in this sector, has been published in the *Journal Officiel des Communautés Européennes.*

Regulation (CEE) No. 354/68 modifies the levies applicable to imports of processed products with a cereal or rice base (*Journal Officiel* No. L76 dated March 28, 1968).

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of this Regulation will be published by HMSO.

Trade in cereal based processed products

THE *Board of Trade Journal* dated September 22, 1967 (pages 728 and 729) contained an announcement about trade in cereal based processed products.

The text of the following Regulation, which also affects trade in this sector, has been published in the *Journal Officiel des Communautés Européennes* No. L76 dated March 28, 1968.

Regulation (CEE) No. 354/68 modifies the levies applicable to imports of processed products with a cereal or rice base.

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of this Regulation will be published by HMSO.

(*Continued on next page*)

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EEC, *continued*

Further translations of EEC Regulations

THE FOLLOWING further translations of EEC Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

Regulations	Description	Price
341/67	Fixing the premiums to be added to levies on cereals and malt	10d. (1s. 1d.)
361/67	On the system to be applied to processed products manufactured from cereals and rice originating in the Associated African and Malagasy States and Overseas Countries and Territories	8d. (11d.)
363/67	Fixing the price of rice and brokens for the 1967/1968 marketing season	8d. (11d.)
364/67	Determining the general rules of intervention on the market in rice	8d. (11d.)
365/67	On the rules for fixing in advance the levies applicable to rice and brokens	10d. (11d.)
367/67	Fixing the refunds on production for maize groats and meal and broken rice used in brewing	8d. (11d.)
368/67	Fixing the monthly increases in prices for rice for the 1967/1968 season	8d. (11d.)
369/67	Laying down the rules applicable in determining rice marketing centres apart from Arles and Vercelli	8d. (11d.)
370/67	Amending Regulation No. 215/67 as regards the refund to be granted on exports to third countries of compound feeding stuffs based on dairy products	8d. (11d.)
371/67	Fixing refunds on production for starches and 'quellmehl'	10d. (1s. 1d.)
372/67	Limiting the amount of the tax applicable, pursuant to Article 10 of Regulation No. 160/66, to imports of preparations of the kind known as 'Fondue'	8d. (11d.)
433/67	The corrective amount applicable to the refund on cereals	8d. (11d.)
448/67	Fixing the bonuses to be added to the levies on cereals and malt	10d. (1s. 1d.)
449/67	Altering the corrective amount applicable to the refunds on cereals	8d. (11d.)
450/67	Amending Regulation No. 237/67 on the taking over of cereals by intervention agencies	8d. (11d.)
468/67	Fixing the threshold price of milled rice for the 1967/68 season	8d. (11d.)
470/67	On the taking over of paddy rice by the intervention agencies and fixing the corrective amounts, rebates and discounts applied by them	1s. (1s. 3d.)
471/67	Fixing the procedures and conditions for offering for sale the paddy rice held by the intervention agencies	8d. (11d.)
472/67	Establishing the marketing centres for rice, other than Arles and Vercelli, for the 1967-1968 season	8d. (11d.)
476/67	On the refunds applicable to the export of processed products based on cereals and rice	8d. (11d.)
513/67	Fixing the refund on export for oil seeds	8d. (11d.)
515/67	Fixing the levies applicable to cereals and wheat or rye flour, groats and meal	8d. (11d.)
516/67	Fixing the bonuses to be added to levies for cereals and malt	10d. (1s. 1d.)
1517/67	Fixing the corrective amount applicable to the refund on cereals	10d. (1s. 1d.)
519/67	Fixing the levies applicable to rice and broken rice	10d. (1s. 1d.)
520/67	Fixing the refunds on the export of rice and broken rice	8d. (11d.)
525/67	Amending Regulation No. 237/67 on the taking over of cereals by intervention agencies	8d. (11d.)
527/67	Altering the additional amount in respect of certain egg products	10d. (1s. 1d.)
528/67	Altering the additional amount for ovo-albumin and lacto-albumin	8d. (11d.)
529/67	Fixing the levies applicable to cereals and to wheat or rye flour, groats and meal	10d. (1s. 1d.)
531/67	Altering the corrective amount applicable to the refund on cereals	8d. (11d.)
544/67	Fixing the premiums to be added to levies on cereals and malt	10d. (1s. 1d.)
584/67	Fixing the levies applicable to cereals and wheat or rye flour, groats and meal	10d. (1s. 1d.)
599/67	Fixing the levies applicable to cereals and wheat or rye flour, groats and meal	10d. (1s. 1d.)
600/67	Fixing the bonuses to be added to the levies for cereals and malt	10d. (1s. 1d.)
602/67	Fixing the amount of the subsidies in the oil seed sector	8d. (11d.)
622/67	Fixing the levies applicable to cereals and wheat or rye flour, groats and meal	10d. (1s. 1d.)
623/67	Fixing the premiums to be added to levies on cereals and malt	10d. (1s. 1d.)
624/67	Fixing the corrective amount applicable to the refund on cereals	10d. (1s. 1d.)
636/67	Fixing the refunds on exports of poultry meat for the period commencing October 1, 1967	10d. (1s. 1d.)
638/67	Fixing the levies applicable to cereals and wheat or rye flour, groats and meal	10d. (1s. 1d.)
639/67	Fixing the premiums to be added to levies on cereals and malt	10d. (1s. 1d.)
640/67	Altering the corrective amount applicable to the refund on cereals	8d. (11d.)
641/67	Altering the refunds on export for cereals and wheat or rye flour, groats and meal	8d. (11d.)
642/67	Fixing the levies applicable to rice and brokens	8d. (11d.)
643/67	Fixing the premiums to be added to levies on rice and brokens	8d. (11d.)
644/67	Fixing the levies applicable to cereals and wheat or rye flour, groats and meal	8d. (11d.)
645/67	Fixing the corrective amount applicable to the refund on rice and brokens	8d. (11d.)
646/67	Altering the levies in the olive oil sector	8d. (11d.)
648/67	Fixing the amount of the subsidy in the oil seed sector	8d. (11d.)
652/67	Altering the additional amount for certain eggs in shells	8d. (11d.)
655/67	Fixing the refunds for cereals and husked rice exported in the form of goods not covered by Annex II to the Treaty	8d. (11d.)
659/67	Fixing the premiums to be added to levies on cereals and malt	10d. (1s. 1d.)
677/67	Fixing the corrective amount applicable to the refund on rice and brokens	8d. (11d.)
679/67	Fixing the premiums to be added to levies on cereals and malt	8d. (11d.)
684/67	Fixing the premiums to be added to levies on cereals and malt	10d. (1s. 1d.)
687/67	Adding to Regulations Nos. 282/67 and 284/67 on oil seeds	8d. (11d.)
690/67	Amending Regulation No. 681/67 in respect of the advance determination of the subsidy for oil seeds	8d. (11d.)
699/67	Fixing the premiums to be added to levies on cereals and malt	10d. (1s. 1d.)
702/67	Fixing the levies applicable to rice and brokens	8d. (11d.)
723/67	Altering the corrective amount applicable to the refund on cereals	8d. (11d.)
724/67	Determining the conditions of intervention for oil seeds during the last two months of the season and the principles applicable to disposal of seeds bought by the intervention agencies	8d. (11d.)
726/67	Fixing the premiums to be added to levies on cereals and malt	10d. (1s. 1d.)
728/67	Fixing refunds on cereals and certain categories of wheat or rye flour, groats and meal	10d. (1s. 1d.)
729/67	Fixing the levies applicable to rice and brokens	8d. (11d.)
735/67	Altering the corrective amount applicable to the refund on cereals	8d. (11d.)
738/67	Fixing the premiums to be added to levies on cereals and malt	10d. (1s. 1d.)
783/67	Fixing the sluice-gate prices and levies for poultry meat	1s. (1s. 3d.)

FRANCE

Global quotas for imports of horsemeat

THE FRENCH *Journal Officiel* of April 2 published a further amendment to their notices of March 17 and 27 (see *Board of Trade Journal* of March 29, page 1022, and April 12, page 1087) stating that, after consultation with their technical import committee, the authorities have decided that only applications from importers able to show that they imported horsemeat from countries other than member countries of the EEC between January 1 and June 30, 1967, will be accepted.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

Duty free quota for benzene

THE FRENCH *Journal Officiel* of April 18 announced the amount of duty-free quota for benzene for use other than as a carburant or fuel (Tariff No. 29.01 DI. b1). For the first half of 1968 the quota has been fixed at 48,000 metric tons net.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

Minimum price regulations for fish

THE FRENCH *Journal Officiel* of April 2 announced that certain regulations governing applications for imports of fish under minimum price conditions have been amended and that the DI import forms will no longer apply. This modifies the *Board of Trade Journal* notice of March 8, 1968, page 796.

Inquiries concerning this notice may be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423-408-288).

ICELAND

Global quotas

ICELAND has established the following global quotas for imports during 1968. The global quotas cover imports from all free currency countries.

Heading in the customs tariff	Commodity	'000 Kroner except where stated
09.01.11	Roasted coffee	3,000
20.04.00	Fruit, peel and parts of plants preserved with sugar	4,000
44.18.00	Reconstituted wood, etc., except plastic coated boards	14,000
48.09.00	Building boards of wood pulp or other vegetable fibres	13,000
59.04.01	Fishing lines	80 tons
59.04.02	Ropes except of vegetable fibre and wire/manila	400 tons
60.03.01	Ladies' long stockings of silk or man-made fibre	20,000
85.01.00	Transformers except for fluorescent lighting	6,000
93.01.00-93.07.29	Weapons and ammunition and parts thereof except line and harpoon guns and ammunition	6,000
94.01.00, 94.03.00, 94.04.00	Furniture and parts thereof, mattresses, pillows, etc., except kitchen fixtures, motor car seats and other goods on the free list	20,000
96.01.00, 96.02.09, 96.04.00	Brushes, except where parts of machines: painting rollers, rubber squeegees on shafts, mops, tooth brushes and artists' brushes	2,500
99.01.00-99.06.00	Works of art, collectors' pieces, antiques	1,000*

*This quota includes goods falling under other customs tariff headings which are not on the free list.

Inquiries concerning this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466/7).

Customs tariff (1)

IN THE *State Gazette* of March 29, the Spanish authorities announced the extension of the capital goods appendix list of their customs tariff to include the items mentioned below. The reduced duties given apply to imports of capital goods not manufactured in Spain and destined for basic installations of socio-economic interest.

Tariff heading	Description	Import Duty	Reduction valid until
84.31 B 1	Machines for lacquering and colouring aluminium paper for flexographic process, with breadth equal to or greater than 1,000 m.m. and minimum speed of 180 metres per minute	5%	April 1, 1969
84.37 A	Machines for manufacturing carpets of velvet, coloured and of varied design; that automatically cut and insert the tuft of hair; of more than 6,000 kg. in weight	5%	April 1, 1969
84.37 B 1 b	'Raschel' machines for the manufacture of tulle elastic, with minimum production of 700 threads per minute	5%	April 1, 1969
84.44 A 3	Laminating rollers for shaping and finishing aluminium sheets, with finish equal to or less than 0·4 mm.	5%	April 1, 1969
84.59 J	Separators of paper of aluminium	5%	April 1, 1969
84.59 J	Machines for waxing and dry laminating with paper, for sheets of aluminium, of breadth equal to or greater than 1,000 mm., with systems for coating automatically at constant speed, pressure systems, and heating and cooling cylinders	5%	April 1, 1969
84.59 J	Machines for paper covering aluminium, of width equal to or greater than 1,000 mm., with systems for coating, lacquering, colouring, glueing and drying	5%	April 1, 1969
85.11 B 2	Machines for soldering by induction at radio frequency of 400 KHZ and power greater than 200 kW.	5%	April 1, 1969
87.01 A 2	Road tractors with power greater than 350 h.p., and with three differentials for haulage of very heavy loads	5%	April 1, 1970
87.14 B 2	Integrated trailers in two units with adjustable suspension systems and drive in all wheels, with load capacity equal to or greater than 400 metric tons	5%	April 1, 1969

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 or 462).

Customs tariff (2)

IN THE *Board of Trade Journal* of August 11, 1967, page 368, it was announced that parts or items imported into Spain for incorporation into capital goods or equipment to be manufactured there under joint Spanish/foreign assembly might, in approved cases, enjoy a reduction of 95 per cent of the customs duties payable, and in the *Board of Trade Journal* of November 3, 1967, page 1135, details were given of the procedure to be followed by applicants for this rebate.

The Spanish authorities have now approved the joint assembly of certain electric generators in the following terms, which will be operative until March 29, 1970:

(a) Parts which may be required to be imported for incorporation into the Spanish manufacture of electric generators with outputs of between 250 and 700 MVA, inclusive, will enjoy a reduction of 95 per cent of the corresponding import duties, provided that, in the case of generators with outputs of between 250 and 450 MVA, inclusive, there is a minimum of 60 per cent of Spanish content and that the value of imported parts does not in total exceed 40 per cent of the total industrial cost price. In the case of generators with outputs of more than 450 MVA but not more than 700 MVA, there must be a minimum Spanish content of 50 per cent and the value of imported parts must not in total exceed 50 per cent of the total industrial cost price.

(b) The authorities will, in due course, publish specific resolutions describing in detail the parts to be imported at the reduced rate of duty and establishing, within the limits referred to above, the percentage of foreign content and value. In addition, they may fix a maximum percentage of finished products of foreign origin but of Spanish termination which may be incorporated into the joint manufacture and be considered as Spanish products. The Ministry of Industry will, on judging each application for a specific resolution, report as to the category of these naturalized foreign elements and the quantity in which they may be considered to be Spanish, without affecting the percentage of foreign parts authorized to be imported at the reduced rate of duty.

(c) As from the date of the first specific resolution approved by the authorities, all tariff reductions and exemptions for electric generators with outputs of between 250 and 700 MVA, inclusive, will be suspended, and the Ministry of Commerce will, in due course, establish duty rates of 16 per cent on the import of complete assemblies of such generators

Note:

Copies of the relevant Decree in translation may be obtained from Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 or 462).

Home Compensation Tax Levy

IN THE *State Gazette* of April 20, the Spanish authorities announced the following modifications to their Home Compensation Tax Levy:

Tariff heading	Description	Home Compensation Tax Levy
38.08	Rosins and resin acids and derivatives, other than ester gums	10·0%
48.13	Carbon and other copying papers (including duplicator stencils) and transfers, cut to size, whether or not put up in boxes	17·5%
48.14	Writing blocks, envelopes, letter cards, plain postcards, correspondence cards; boxes, pouches, wallets and writing compendia, of paper or paper board, containing only an assortment of paper stationery	17·5%
48.16	Boxes, bags and other packing containers, of paper or paperboard	16·5%
48.17	Box files, letter trays, storage boxes and similar articles, of paper or paperboard, of a kind commonly used in shops, offices and the like	16·5%
48.18	Registers, exercise books, note books, memorandum blocks, order books, receipt books, diaries, blotting pads, binders (loose-leaf or other), file covers and other stationery of paper or paperboard; sample and other albums and book covers, of paper or paperboard	16·5%
48.19	Paper or paperboard labels, whether or not printed or gummed	16·5%
48.20	Bobbins, spools, cops and similar supports of paper pulp, paper or paperboard (whether or not perforated or hardened)	16·5%
48.21	Other articles of paper pulp, paper, paperboard or cellulose wadding	16·5%
76.04 B 1	Aluminium foil backed with paper	15·5%
88.02 B 2	Helicopters and gyroplanes of weight greater than 6 tons *Note:* A temporary reduction of 70% is conceded to all kinds of helicopters and gyroplanes under tariff heading 88.02 B.	10·0%

ITALY

Changes in import regulations

IN A Ministerial Ordinance dated January 26, 1968 and published in *Gazzetta Ufficiale* 32 of February 6, 1968 the Italian Government have introduced certain changes governing the importation of hatching eggs, day-old chicks and live poultry in general for the prevention of infectious and contagious diseases of the species.

All inquiries concerning this notice should be addressed to Ministry of Agriculture, Fisheries and Food, Hook Rise South, Tolworth, Surrey.

General Turnover Tax: correction

IN THE NOTICE on the rates of the Italian General Turnover Tax paid on a 'once only' basis published in the *Board of Trade Journal* of February 9, 1968, page 439, the item 0902; 0903 – tea, maté, should read 14.4 per cent *not* 14.0 per cent as published.

MALTA

Importation of jewellery

MANUFACTURERS and exporters of jewellery intending a sales promotion trip to Malta should note that the temporary importation of their sample collection will *not* be allowed.

Arrangements may, however, be made for their collection to be exhibited under the control of the Customs Authorities either at the hotel where the representative is staying or at the Customs premises. Should it be desired to exhibit the collection at a hotel, it would be necessary for the parcel to be escorted by Customs personnel and the exhibition held under their supervision; charges for the attendance of Customs personnel in such a case will be payable by the British firm.

Other provisions would also have to be taken if necessary when the size of the overall container or containers and the time of the exhibition of the samples is known.

Manufacturers of jewellery proposing to visit Malta and wishing to bring with them a sample collection should make prior arrangements with the Comptroller of Customs, Customs House, Valletta.

These restrictions do not apply to imitation jewellery.

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E48, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

IRAN

Restrictions on entry into Iran

BECAUSE OF cholera in Afghanistan and Pakistan, Iran is not allowing entry from these countries by sea or road. Air travellers are subject to strict quarantine.

Exports to the Middle East?

Yes... Year by year the oil-producing States of the Middle East are becoming increasingly worth-while markets for an ever-widening range of goods and services. *Your* product or expertise could be something we know is urgently wanted by someone in the region we serve.

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IRAQ

Diplomatic relations with Britain

THE FOREIGN OFFICE announced on April 25, that agreement had been reached to resume diplomatic relations between Iraq and Britain on May 1. Ambassadors will be exchanged during the first half of May on a mutually agreed date.

Existing trade and economic restrictions will be removed immediately.

THE PEOPLE'S REPUBLIC OF SOUTHERN YEMEN

Ordinance on foodstuff prices

AN ORDINANCE issued on March 29, by the Southern Yemen Ministry of Economy, Trade and Planning on foodstuff prices imposed maximum wholesale and retail prices on the following goods:

Rice, wheat, flour, sugar, milk, ghee, edible oil, chillies, tomato paste, soap and tea.

Any inquiries about this notice should be addressed to the Commercial Relations and Export Division, Board of Trade, Room 305, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2221 or 2220).

JORDAN

Regulations affecting British firms registered in Jordan

BRITISH FIRMS registered in Jordan are advised that their operations there are effected by Law No. 11 of 1966 – the Advocates Law.

Article No. 37 of Chapter 7 of the Advocates Law reads as follows:

'(37a) Every general shareholding company, even if foreign, which practices business in Jordan should appoint a general proxy who should be a qualified and currently-registered member of the Jordanian Bar. The appointment should be made within six months from the date of effect of this Law.

Companies are bound to pay a half dinar for each day of delay in their appointment of a general proxy.

'(37b) A registered member of the Jordanian Bar is not allowed to act as proxy or legal adviser for more than five companies of the type mentioned above, and not more than one government or semi-government institution. A lawyer should notify the association about the companies for whom he acts as proxy or adviser.'

No further information on this subject is available in the Board of Trade.

ALGERIA

Diplomatic relations with Britain

DIPLOMATIC RELATIONS between Britain and Algeria, which were broken off on December 18, 1965, were restored on April 10, 1968.

The address of the British Commercial Representative in Algeria is, as before:

First Secretary (Commercial),
British Embassy,
Edifice Cassiopée,
Bâtiment B,
7, Chemin des Glycines,
B.P. 25,
Algiers, R.P.

The telephone numbers (60.56.01-04) and the telex number (29-91872 a/b Prodrom Alger) are unchanged.

ALGERIA

Metallurgical import monopoly

THE ALGERIAN *Journal Officiel* of March 15, 1968, announced that the 'preparatory phase' of the Société Nationale de Sidérurgie (SNS) monopoly of imports of certain metallurgical products had come to an end and that as from March 1, 1968, only the SNS was to handle imports of the goods listed below (in this connection see also the *Board of Trade Journal* of June 2, 1967, page 1444).

Tariff No.	Description
73-01	Pig iron, cast iron and spiegeleisen, in pigs, blocks, lumps and similar forms.
73-02	Ferro-alloys.
73-04	Shot and angular grit, of iron or steel, whether or not graded; wire pellets of iron or steel.
73-06	Puddled bars and pilings; ingots, blocks, lumps and similar forms, of iron or steel.
73-07	Blooms, billets, slabs and sheet bars (including tinplate bars), of iron or steel; pieces shaped by forging, of iron or steel.
73-08	Iron or steel coils for re-rolling.
73-09	Universal plates of iron or steel.
73-10	Bars and rods (including wire-rod), of iron or steel, hot-rolled, forged, extruded, cold-formed or cold-finished (including precision-made); hollow mining drill steel.
73-11	Angles, shapes and sections, of iron or steel, hot rolled, forged, extruded, cold-formed or cold-finished; sheet piling of iron or steel, whether or not drilled, punched or made from assembled elements.
73-12	Hoop and strip, of iron or steel, hot-rolled or cold-rolled.
73-13	Sheets and plates, of iron or steel, hot-rolled or cold-rolled.
73-14	Iron or steel wire, whether or not coated, but not insulated.
73-16	Railway and tramway track construction material of iron or steel, the following: rails, check-rails, switch blades, crossings (or frogs), crossing pieces, point rods, rack rails, sleepers, fishplates, chairs, chair wedges, sole plates, rail clips, bedplates and ties.
73-17	Tubes and pipes, of cast iron.
73-18	Tubes and pipes and blanks therefor, of iron (other than of cast iron) or steel, excluding high-pressure hydro-electric conduits.
73-20	Tubes and pipe fittings, of iron or steel.
73-21	Structures, complete or incomplete, whether or not assembled, and parts of structures, of iron or steel.
73-27	Gauze, cloth, grill, netting, fencing, reinforcing fabrics and similar materials, of iron or steel wire.
73-31	Nails and tacks, of iron or steel.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

GHANA

Notice to customers of the dissolved NIH and Medical Research

THE FOLLOWING NOTICE appeared in the *Ghana Commercial and Industrial Bulletin* of April 11:

'By virtue of authority conferred on me by the Board of Directors, Ghana Academy of Sciences as Liquidator of the dissolved National Institute of Health and Medical Research, an Institute of the Academy, the general public is informed that, with immediate effect and not later than May 31, 1968, all claims subsisting against and arising out of financial transactions with the National Institute of Health and Medical Research as at January 31, 1968 shall be delivered at or posted to the following address: The Liquidator, NIHMR, PO Box 2848, Accra.

'All persons lodging claims are advised to attach detailed statement in support thereof. It is notified that payment due to the dissolved Institute shall be delivered or posted to the same address.'

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London S.W.1 (Tel. 01-222 7877, Ext. 3064).

LAOS

Shipments under the Aid Programme

BRITISH EXPORTERS exporting under the Aid Programme to Laos are advised that shipping documents covering these consignments should, apart from the Bill of Lading, include invoice and packing list in triplicate. These documents should be written in English.

All inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2252).

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

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IVORY COAST REPUBLIC

Global quotas 1968

THE *Board of Trade Journal* of January 27, 1967, page 240, and August 4, 1967, page 296, gave details of the Ivory Coast global quotas for 1967. This year no quotas have been published. Importers have been told that until December 25, 1968, they can apply for import licences under the global quotas up to the same amount they were allowed in 1967. If the previous amount proved insufficient an importer can apply for a supplementary allocation. New firms or established firms which have not previously imported a particular commodity can also apply for a quota. Importers must now place a firm order with a supplier within 30 days of receiving a licence.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 408).

REPUBLIC OF SOUTH AFRICA

Customs tariff application

CUSTOMS TARIFF Application List No. 466, published in the South African Government *Gazette* of April 26, contains an application to the Board of Trade and Industries for increase in duty on synthetic rubber latex, excluding polychloroprene latex, containing not less than 90 per cent polychloroprene in the rubber solids, from duty free to 5 cents per lb.

Those British trade organizations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 944/68.

Customs tariff change

GOVERNMENT NOTICE R532, published in the Republic of South Africa Government *Gazette* of April 5, amends the Republic's customs tariff as follows:

Tariff heading	Statistical unit	Rate of duty		
		General	MFN	Prefereotial
28.21.20 Chromium trioxide (chromic acid) By the substitution in sub-heading No. 28.21.20 for the rate of duty in Column III of the following		15% 15% or 10c. per lb. less 40% of the f.o.b. price		

RHODESIA

Tariff notices

THE BOARD OF TRADE wish to remind United Kingdom exporters that they will continue to publish notices of changes in the customs tariff in Rhodesia despite the fact that trade between the United Kingdom and Rhodesia is restricted.

This is to ensure that when normal trade is resumed, United Kingdom exporters will be aware of the rates of import duty which their exports to Rhodesia will attract.

Suspension of duty

THE CUSTOMS AND EXCISE (Suspension) (Amendment) Regulations, 1968 (No. 16), published as Rhodesia Notice No. 204 on March 22, amends the Customs and Excise (Suspension) Regulations, 1967, to the following extent:

	Effective rate
First Schedule By the insertion of the following items:	
(a) Ex 78 (a) Braided cord of hollow cross-section made from strip of a cellulosic polymer (in the form of artificial straw and the like), in lengths of not less than 200 yards	Free
(b) Ex 331 (2) Glue hardeners, n.e.e.	Free
(c) Ex 331 (2) Isocyanates, whether or not in solvents	Free

TANZANIA

Import licensing regulation

GENERAL NOTICE No. 355 published in the United Republic of Tanzania *Official Gazette*, adds, with effect from February 16, the following items to the Open General Licence Schedule of Goods including those of United Kingdom origin, for which specific import licences are required (published in the *Board of Trade Journal* dated December 12, 1967, page 1620):

Second Schedule

Column 1 – Code	Column 2 – Goods
	Blankets and travelling rugs:
656 6 1	Woollen.
656 6 2	Cotton
656 6 9	Other, n.e.s.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

MALAYSIA

Import licensing

MALAYSIAN GOVERNMENT *Gazette* dated March 28, 1968, publishes the Customs (Prohibition of Imports) (Federation) (Amendment) Order, 1968, which amends the First Schedule to the Customs (Prohibition of Imports) (Federation) Order, 1968, by adding the following item:

Tariff Code No.	Description of Goods	Country
725 037	Parts for fans, not elsewhere specified	All countries

This means that as from March 21, 1968, the importation into the Federation of goods specified in the first and second columns and originating in the country stated in the third column are prohibited except by import licence.

Malaysian Government *Gazette* dated April 4, 1968, publishes the Customs (Prohibition of Imports) (Federation) (Amendment) (No. 2) Order, 1968, which amends the First and Second Schedules to the Customs (Prohibition of Imports) (Federation) Order, 1968, by deleting the folowing items:

First schedule

Tariff Code No.	Description of Goods	Country
831 001	Boxes and trunks of or covered with leather, imitation leather or textiles	All countries
831 002	Travel goods (other than boxes or trunks) of or covered with leather, imitation leather or textiles	All countries
831 003	Travel goods of or covered with vulcanized fibre, artificial plastic sheeting or of paperboard, not being imitation leather	All countries
831 004	Cigarette cases, cigar cases, tobacco pouches, pipe cases and similar smokers' accessories made of or covered with leather, textile, plastic sheeting, paperboard or vulcanized fibre .	All countries
831 005	Handbags, wallets, brief-cases, dressing cases, tool cases and similar containers not elsewhere specified of or covered with leather, imitation leather or textiles	All countries
831 006	Handbags, wallets, brief-cases, dressing cases, tool-cases and similar containers not elsewhere specified of or covered with vulcanized fibre, plastic sheeting or paperboard, not being imitation leather	All countries

Second schedule

682 211	Copper wire, uninsulated, excluding brass wire	All countries

This means that as from March 28, 1968, the above mentioned goods are no longer subject to import licensing.

Customs duty amendments

SINGAPORE GOVERNMENT *Gazette* Subsidiary Legislation Supplement No. 28 dated April 5, 1968 publishes the Customs Duties (Amendment No. 8), Order 1968, which amends the Schedule to the Customs Duties Order 1967, as follows:

Substitute for 697 910 the following:

Tariff Code	Description	Unit of Quantity	Customs Duty		
			Full	Preferential	Excise
697 910-1	Iron or steel wool packed for retail sale, pot scourers and scouring and polishing pads, gloves and the like of iron or steel . .	Value	25 cents per lb.	25 cents per lb.	Nil
697 910-2	Iron or steel wool in bulk . .	Value	Nil	Nil	Nil

Singapore Government *Gazette* Subsidiary Legislation Supplement No. 28 dated April 5, 1968, publishes the Customs Duties (Amendment No. 9), Order 1968, which amends the Schedule to the Customs Duties Order 1967 by adding thereto the following new items:

'Group 698

Other Manufactures of metals not elsewhere specified or included.

Wire, rods, tubes, plates, electrodes and similar products of base metal or of metal carbides coated or cored with flux material of a kind used for soldering, brazing, welding, or deposition of metal or metal carbides; wire and rods of agglomerated base metal powder used for metal spraying.

Tariff Code	Description	Unit of Quantity	Customs Duty		
			Full	Preferential	Excise
698 871-1	Welding electrodes of mild steel for use with manual electric arc welding equipment . . .	Cwt.	20%	20%	Nil
698 871-2	Welding electrodes other than mild steel for use with manual electric arc welding equipment . .	Cwt.	Nil	Nil	Nil
698 871-3	Other than welding electrodes for use with manual arc welding equipment	Cwt.	Nil	Nil	Nil
698 879	Other.	Cwt.	Nil	Nil	Nil

Amendment to customs duty on refrigerators

THE SINGAPORE GOVERNMENT *Gazette* of March 1, 1968, amends the Schedule to the Customs Duties Order, 1967, by changing the tariff on refrigerators, as published in the *Board of Trade Journal* of February 23, 1968, page 650, as follows:

Code	Description	Unit of Quantity	Customs Duty		
			Full	Pref.	Excise
725 011-1	Electric refrigerators not over 6 cu. ft. capacity, domestic type . .	Number	$245	$245	Nil
725 011-2	Electric refrigerators above 6 cu. ft. capacity and below 12 cu. ft. capacity, domestic type . .	Number	$350	$350	Nil
725 012	Electric refrigerators over 12 cu. ft. capacity, domestic type . .	Number	$490	$490	Nil

Import control

SINGAPORE GOVERNMENT *Gazette* dated March 7, 1968, publishes the Prohibition of Imports (General Licence) (Amendment No. 5) Notification, 1968, which amends the First Schedule to the Prohibition of Imports (General Licence) Notification, 1965, as follows:

(a) delete item 4 which reads:

'Coin or disc operated amusement machines including pin-tables, fruit machines, jack-pot machines, shooting galleries and similar machines and components and spare parts thereof but excluding record players, jute boxes, and coin or disc operated cinematograph machines'

and substitute therefore:

(*Continued on page* 1393)

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LONDON AIRPORT: EXPORT DIVISION	Wingair House, London Airport, North Hounslow, Middlesex.	01-759 3722
IMPORT DIVISION	Broken House, Long Lane, Stanwell, Middlesex.	Ashford (Middlesex) 51133
BIRMINGHAM	Wingair House, Birmingham Airport, Sheldon, Birmingham, 26.	021-743 8171
GLASGOW	20 Renfield Street, Glasgow, C.2.	041-236 7717
GLASGOW AIRPORT	Cargo Terminal No. 1, Glasgow Airport, Abbotsinch, Paisley.	041-887 2181
LEEDS	Wingair House, Leeds/Bradford Airport, Yeadon, Yorkshire.	0973-3121
LEICESTER	11 De Montfort Street, Leicester.	0533-36577
LIVERPOOL	Cunard Building, Liverpool, 3.	051-236 7917
LIVERPOOL AIRPORT	Room 21, Terminal Building, Liverpool Airport, Speke, 24.	051-427 7329
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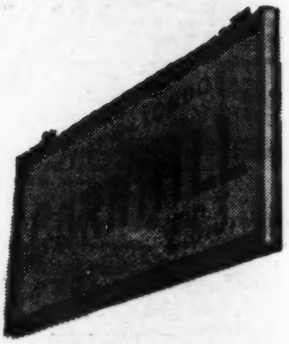

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'4 Coin or disc operated amusement machines, including pin-tables, fruit machines, jack-pot machines, shooting galleries and similar machines, record players, jute-boxes and coin operated cinematograph machines, and components and spare parts thereof.'

(b) Add the following new item:

'86 Coin or disc operated machines, all types, other than for amusement, and components and spare parts thereof.'

These goods are subject to import licensing.

AUSTRALIA

Tariff Board inquiry (1)

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **knitted shirts** (tariff item 60.04).

This reference is of departmental origin and replaces the earlier reference on undergarments, knitted or crocheted, not elasticized or rubberized, particulars of which were published in the *Board of Trade Journal* dated March 3, 1968.

Details of the tariff item under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
60.04	Undergarments, knitted or crocheted, not elastic or rubberized:		
60.4.100	Men's and boys' shirts	57½% or, if higher, $1·57 per doz. Primage 5%	22½%
60.04.200	Pyjamas and other nightwear	57½% or, if higher, $1·90 per doz. Primage 5%	22½%
60.04.300	Babies' napkins	$0·05 per sq. ft.	$0·05 per sq. ft. less 27½%
60.04.400	Tights	52½% Primage 5%	22½%
60.04.5	Other undergarments:		
60.04.510	Wholly or partly of wool Wholly or partly of silk Wholly or partly of man-made fibres	47½% or, if higher, $0·35 each and 27½% Primage 5%	27½% or, if higher, $0·15 each and 12½%
60.04.590	Other	47½% or, if higher, $0·175 each and 27½% Primage 5%	27½% or, if higher, $0·075 each and 12½%
60.04.900	Other, that is to say parts for, and fabric shaped for making, goods falling within another sub-item of this item'	52½%	22½%

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure notification in this instance should be given to the Australian authorities **not later than May 10.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 915/68.

Tariff Board inquiry (2)

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **secateurs and handles therefor** (tariff items 82.13.190 and 82.15.900).

This reference is a result of representations by local industry.

Details of the tariff items under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
82.13	Other articles of cutlery (including secateurs, hair clippers, butchers' cleavers and paper knives); manicure and chiropody sets and appliances (including nail files); cutting plates for electric hair clippers:		
82.13.1	Secateurs; clippers for human or animal hair:		
*82.13.110	Vacuum operated hair clippers	12½%	Free
82.13.190	Other	7½%	Free
82.15	Handles of base metal for goods falling within item 82.09, 82.13 or 82.14:		
*82.15.100	For knives of a kind falling within paragraph 82.09.29	37½%	27½%
*82.15.200	For goods of a kind falling within item 82.14; for fruit peeling knives	35%	25%
82.15.900	Other	7½%	Free

*Given for information only; does not form part of the reference.

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure notification in this instance should be given to the Australian authorities **not later than May 10.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 914/68.

PERU

Import restrictions

FURTHER TO the notice published on page 1035 of the *Journal* on March 29, it has been reported by the British Embassy in Lima that tariff item no. 22.09.9.01 – compound alcoholic preparations (known as concentrated extracts) for the manufacture of beverages – has been removed from the list of banned imports as from April 26, 1968.

ARGENTINA

Exemption from prior deposits

THE ARGENTINE Central Bank have issued two circulars listing certain raw materials and products for industrial use which have been exempted from the prior deposit requirement. Details may be obtained from Export Services Branch.

JAMAICA

Import licensing arrangements

THE LIST OF EXCEPTIONS to the Jamaican Open General Licence (see *Board of Trade Journal* of August 26, 1966, page 556) has been further amended:

(i) by the addition of the following new item:
'155. Radiators and parts thereof for motor vehicles and tractors',

(ii) by the deletion of item 153. (Machine tools and dies of all descriptions) and the substitution therefor of the following:
'153. Tools (excluding electrical hand tools) and dies as follows:
(a) Press tools for making all types of pressings;
(b) Moulds;
(c) Dies, other than dies for threading pipes and tubes'; and

(iii) by the insertion of the words 'and parts thereof' immediately after 'rim, mortice, dead, tubular, drawer and cupboard locks' appearing in sub-paragraph (v) of item 72. (Metal, manufactures of).

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

(*Continued on next page*)

JAMAICA, *continued*

Industrial Incentives Law, 1956

THE JAMAICAN Minister of Trade and Industry is considering whether the following products should be declared 'approved products' for the purposes of the above law:

Metal products manufactured from locally lithographically printed and/or lacquered metal sheets (other than cylindrical shaped cans with seamed flat top ends and square shaped 4 gallon cans with seamed flat top ends).

'Approved manufacturers' of these products will enjoy income tax relief, duty-free imports of building material, plant, machinery, etc., and other concessions.

Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaican Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

GUYANA

Exemptions from import duty

PART III of the First Schedule to the Guyana Customs Ordinance (Table of Exemptions from Duty) has been further amended:

(i) by the renumbering of item 42 as item 42 (1) and by the addition thereto of the following new paragraph as item 42 (2):

'Films, chemicals, ink, silk fabric, nylon fabric, polyvinyl chloride in sheets, paper and paper board, for silk screen process printing, admitted as such by the Comptroller when imported by or on behalf of a silk screen process printing establishment,' and

(ii) by the deletion of the last paragraph of item 11 and the substitution therefor of the following –

'Notwithstanding anything to the contrary contained in this item:

(i) prune wine and blending sherry when imported for use in the manufacture of rum in bonded premises; and

(ii) malt whisky imported for use in the manufacture in Guyana of whisky consisting of imported spirit to an extent not exceeding 30 per centum in reference to the total proof gallons manufactured,

shall be exempt from import duty.'

Inquiries about the above notice should be addresed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

Sino-Soviet bloc imports restrictions

THE PERMANENT SECRETARY of Guyana's Ministry of Trade has again asked us to remind United Kingdom exporters that Guyana has imposed restrictions against imports from the Sino-Soviet bloc countries. Import quotas have been established based on the amount of goods imported from these countries during 1964. It is reported that there have recently been far too many occasions when the Minister of Trade has been required to exercise his discretion in allowing into Guyana, outside the allocated quotas, imports which have originated from Sino-Soviet bloc countries. These cases have arisen when importers, who placed orders on United Kingdom firms for supplies, found that on arrival, the goods actually originated in one of the Sino-Soviet bloc countries against whom Guyana has import restrictions. The Minister of Trade has therefore said that these restrictions should again be brought to the attention of all United Kingdom exporters.

Any inquiries about this notice or the previous reminder which was published on page 144 of the *Board of Trade Journal* of January 12, 1968, should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

BARBADOS

Industrial Development (Export Industries) Act, 1963

THE BARBADOS GOVERNMENT is considering whether the following products should be declared 'approved export products' for the purposes of the above Act:

Electronic components for TV receivers, tape recorders, radios, computers and data processors.

Approved export manufacturers of these products will enjoy income-tax relief, duty-free imports of building materials, plant, machinery, raw materials, etc., and other concessions.

Applications for approved status are processed by the Barbados Industrial Development Corporation, PO Box 250, Bridgetown, Barbados. It would be appreciated if firms writing to the Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 676c, Bridgetown, Barbados.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

Industrial Incentives Act, 1963

THE BARBADOS Government is considering whether the following products should be declared 'approved products' for the purposes of the above Act:

(a) Steel framed buildings, derricks, bridges;
(b) Cricket bats, balls, stumps, pads, gloves, hockey sticks; and
(c) Classic and antique furniture.

Approved manufaeturers of these products will enjoy income tax relief, duty-free imports of building materials, plant, machinery, etc., and other concessions.

Applications for approved status are processed by the Barbados Industrial Development Corporation, PO Box 250, Bridgetown, Barbados. It would be appreciated if firms writing to the Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 676c, Bridgetown, Barbados.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

Import licensing arrangements

THE LIST OF EXCEPTIONS to the Barbados Open General Licence has been further amended by the addition of the following new items:

'Concentrates, artifically sweetened, for use in the preparation of foods and drinks.

Food and drink containing artificial sweeteners.'

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

UNITED STATES

Motor vehicle safety standards

THE *Board of Trade Journal* of November 24, 1967, gave notice of two new United States safety standards relating to new pneumatic tyres (standard 109) and tyre selection and rims (standard 110).

The United States Federal Highway Administration has now issued some amendments which provide clarification and alternative means of compliance with certain of the requirements of the two standards. The amendments became effective on April 11, 1968.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Fair Packaging and Labelling Act - Eggs and Butter

NOTICE WAS GIVEN in the *Board of Trade Journal* of August 4, 1967, of Regulations issued by the United States Food and Drug

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UNITED STATES, *continued*

Administration for the enforcement of the Fair Packaging and Labelling Act.

The Food and Drug Administration now propose to amend section 1.1c of the regulations to exempt (a) fresh shell eggs packaged in cartons of 1 dozen capacity, and (b) butter in 4 ounce, 1 ounce and 1 pound packages, from certain of the labelling requirements of the Act.

Interested persons are invited to submit their views in writing, preferably in quintriplicate, regarding this proposal by June 16, 1968.

Comments, which may be accompanied by a memorandum or brief, should be addressed to the Hearing Clerk, Department of Health, Education and Welfare, Room 5440, 330 Independence Avenue, S.W., Washington DC 20201.

Inquiries about the above notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

CANADA

Customs rulings

THE FOLLOWING RULINGS have been made in Canada for Canadian Customs purposes:

Ram-turret, knee type, and milling machines, having all the following specifications:

(a) Designed spindle drives of ½ h.p. and greater;
(b) Maximum table longitudinal travels of 16 in. and longer;
(c) Maximum table cross travels of 8 in. and longer.

Note:

(i) The effect of this memorandum is to transfer the above described machines having designed spindle drives greater than 2 h.p., maximum table longitudinal and cross travels longer than, respectively, 37 in. and 13 in., and having swivelling (slewable) tables to the category of a class or kind made in Canada, effective May 24, 1968;

(ii) The above described machines having designed spindle drives and maximum table longitudinal and cross travels of, respectively, 1½ to 2 h.p., 16 in. to 37 in. and 8 in. to 13 in., all inclusive, were previously ruled of a class or kind made in Canada.

(Ruling effective May 24, 1968)

The above information is contained in Canadian Department of National Revenue Memorandum D51-10-1 dated April 23, 1968.

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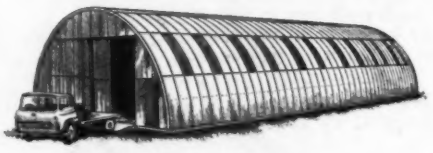

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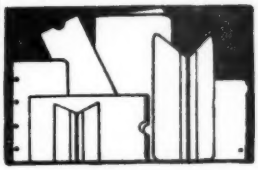

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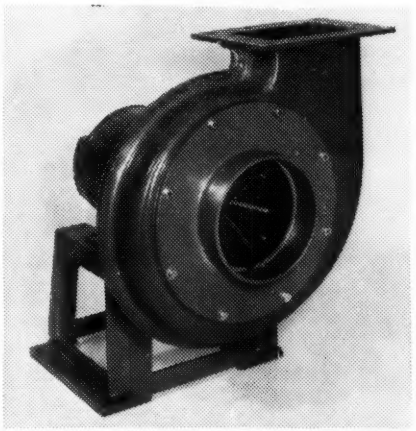

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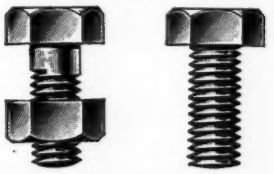

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